



# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 82

FEBRUARY 22, 1930

Number 8

Reference Dept.  
7th FLOOR

THE  
CUSTOMER  
IS ALWAYS  
RIGHT



See Pages

17—18—19

20—21—22

23—24—25

in This Issue



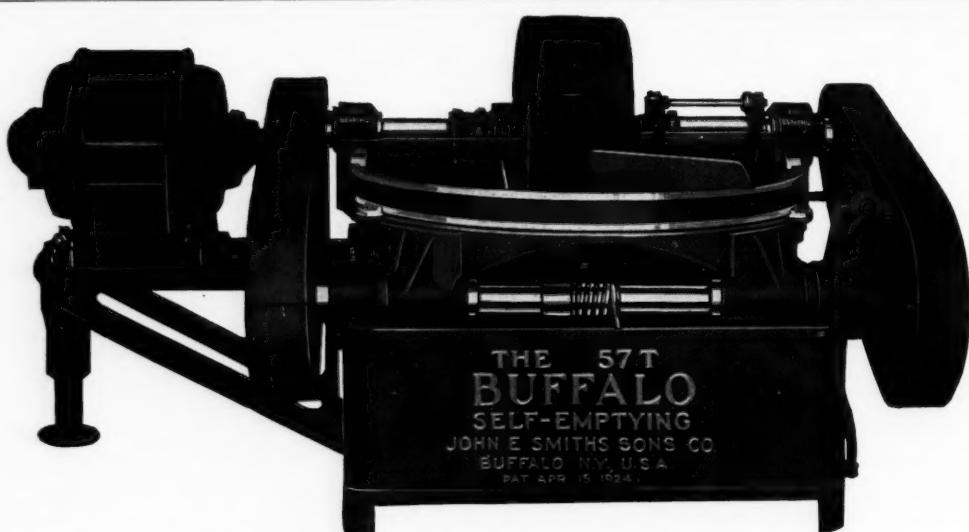
Printed  
Visking Casings

The Visking Corporation  
4311 South Justine Street  
Chicago

Visking Eastern Sales Corp.  
724 Eleventh St., N.W.  
Washington, D.C.

Visking Eastern Sales Corp.  
175 Fifth Avenue  
New York City

C. A. Pemberton & Co.  
21 King St., East  
Toronto, Canada



AFTER TESTING ALL MAKES, PROMINENT PACKERS  
CHOOSE

The **“BUFFALO”** Self-  
Emptying  
**Silent Cutter**  
*for producing quality sausage  
at least possible cost*

For further proof ask  
such successful sausage  
manufacturers as:

Armour and Company, Chicago,  
Ill., and Ft. Worth,  
Texas

Albany Packing Co., Albany,  
N. Y.

Jacob Dold Packing Co.,  
Buffalo, N. Y.

Fuhrman & Forster, Chicago,  
Ill.

Louis Meyer, Brooklyn, N.Y.

MODEL 57T (above) cuts, mixes and  
empties a batch of meat weighing  
575 to 600 lbs. in 5 to 7½ minutes.

It improves quality, increases yield, and  
reduces cutting time.

Bowl is raised and lowered by compressed  
air.

**Two sizes—Capacities:**

43T—250 lbs.

57T—600 lbs.

*The cutter that automatically empties CLEAN,  
without touching the meat by hand*

**JOHN E. SMITH'S SONS CO., BUFFALO, N. Y., U. S. A.**

Patentees and Manufacturers of “BUFFALO” Silent Cutters, Mixers, Grinders, Air  
Stuffers, the Schonland Patented Casing Puller and the TRUNZ-BUFFALO  
Bias Bacon Slicer

Branches: Chicago, Ill., U. S. A.

London, Eng.

Melbourne, Australia

# H.P.S. NEWS

C. CARR SHERMAN, Editor

Vol. I

February 22, 1930

No. 5

## The First Thaw

Days grow longer. At mid-day the snow is moist. Little streams trickle across the path and glisten in the sunlight. It is the Spring's first assault.

There will yet be a few cold days but the thought doesn't worry us. We've seen a tiny glimpse of spring and the sight is good. Forgotten are the bleak days and scorned the chilly few that may come. We've had our first thaw and spring is just around the corner.

Now come days when we blithely reject the evidence of the calendar. We drag out the rod and the reel and the old hip boots. And as we polish off the blades of last year's golf clubs, it seems we handle them with something very near affection.

Not that we can whip the stream or clout the ball for many weeks to come—but the spirit of anticipation is upon us and for the time that is enough.

Anticipation is better than realization, anyway, for it has no disappointments. The sky is the limit to desires and dreams.

The first thaw has come and we revel in its promises. It is the forerunner of many bright days to come.

## Into the Freezer with a Hopeful Prayer

Until the advent of H. P. S. Freezerwrap, meats going into the freezer, particularly hams and bellies, were subjected to a slow burning process. There was no assurance that they would come out in the same condition they entered. It was mostly a matter of hope.

Air currents, of course, are constantly circulating in the freezer. They attack the meat surfaces and cause dehydration. The result is an ugly perished appearance known as "freezerburns".

Freezerburns do not appear at their worst until after the meat has been smoked. Then they develop into unsightly blemishes—immediately affecting the marketability of the meat.

When H. P. S. Freezerwrap was offered to the industry, packers found they could obtain insurance against these burns. This paper protects the meat against damaging air currents—preserves the original quality and freshness of the

meat. It is a tough sheet, and as nearly air tight as it's possible to make it.

Many important packers have standardized on H. P. S. Freezerwrap. They realize it is economical insurance for their quality meats.

Ask us to send you generous samples together with price quotations.

## Another Authority Agrees!

"The time is not far distant when meats will be cut up into steaks, chops, roasts, and the like at the central meatpacking plants, then frozen, packed and distributed through grocery chains, independent grocers, and other outlets in the same handy way that groceries are now sold."

—Charles C. Small,

President, American Ice Company.

## Congratulations, Jay!

No more at quiet eventide,  
A-rocking in his easy chair,  
Out on the porch, with paper spread,  
No more—no more we'll find him there.

No more at Kelly pool he'll swing  
A somewhat mean and vicious cue;  
No more *in person* shall he pay  
His poker club their honest dues.

No more the milkman, sleepy-eyed,  
Shall greet him in the rising sun,  
No more the owl-cars get his fare—  
Jay Hormel's got another son!



The H. P. Smith Paper Company has for a quarter century provided the packing industry with quality wrapping papers.

Leading packers have found they can effect real savings in buying their papers direct from us.

We'd like to tell you the full story of H. P. S. oiled and waxed papers—show you how economical they are—and send samples of various papers cut to your size so that you can make practical tests. May we?

Just send us samples of the papers you've been using and tell us the purpose for which you use them.

No obligation.

## H. P. SMITH PAPER COMPANY

H. P. S. Waxed and Oiled Packers Papers

1130 WEST 37th STREET

CHICAGO, ILL.

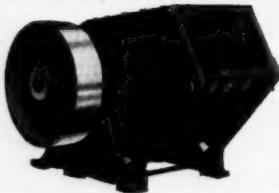
**Why Pay More?****\$300 to \$495**

Why pay more for a heavy-duty Tankage, Glue and Fertilizer Grinder when the trouble-proof, power-saving "Newman" can be bought at the figures given above?

It's not a cheap grinder, but the low price is the result of large-scale production, standardization, and simple, trouble-proof construction.

Besides being very economical in power consumption, there are no working parts to wear loose in the "Newman." We build three sizes of the "Newman" to take care of the little desiccating plant, small renderer, etc., up to the largest packer.

*May we send  
you more  
details?*

**Newman Grinder & Pulverizer Co.**419-425 W. 2nd St.,  
Wichita, Kansas**DISTRIBUTORS**The Allbright-Nell Co.,  
Chicago, Ill.The Cincinnati Butchers'  
Supply Co.,  
Cincinnati-Chicago**STEDMAN'S CRUSHER**

for Green Bone,  
Dry Bone, Car-  
casses, Fats, Offal,  
Pressed Cracklings

**An Excellent Preliminary Breaker**

*Adjustable to insure fine or coarse crushing  
Ask for bulletin 123*

**Stedman's Foundry & Machine Works***Founded 1834*

505 Indiana Avenue

AURORA, INDIANA

# HPM

## Crackling Press

This large, powerful machine is designed for heavy-duty service; the cake produced is very solid, dry and easily handled. Sturdy. Reliable. Economical. Reduces pressing costs.

Available in many sizes and pressures. Equipped with extra heavy curbs and hydraulic cake ejector. The complete H-P-M line includes over 1,000 types and sizes of Hydraulic Presses for every pressing need. Also a full line of valves, pumps, controls and accumulators. Tell us about your pressing problems. Our engineers will gladly help you solve them.

**The Hydraulic Press Mfg. Co.**  
Columbus, Ohio, U. S. A.



## By-Product Grinders



Williams builds a crusher or grinder for every packing house and rendering plant purpose. All embody the original Williams patented features including patented hammers which cut tough sinewy goods with less power, adjustable grinding plates to overcome wear and quicker adjustments and repairs.

**WILLIAMS PATENT CRUSHER & PULVERIZER CO.**  
2708 NORTH 9th ST. ST. LOUIS, MO.

Chicago 57 W. Van Buren St. New York 15 Park Row

San Francisco 337 Rialto Bldg.



## New Southwark Curb Presses

For Fats, Tallow and Fertilizers, Etc.

Two Column Quick Acting  
Presses

Write for Special Bulletin on  
Curb Presses

## SOUTHWARK

Foundry and Machine Co.

Established 1836

434 Washington Ave.,

PHILADELPHIA, PA.

100 E. South St., Akron, O.

343 S. Dearborn St., Chicago



## RAPID FAT MELTERS

For Rendering  
and Packing  
Plants

## Waste Saving Machine Co.

1509 Real Estate Trust Building  
Philadelphia, Pa.

## SCRAP PRESS

300 to 1200 Tons

Hydraulic Crackling Ejector  
Hoop guided on Rods  
Quality High, Price Low

*Ask us about them*

**Dunning & Boschert  
Press Co., Inc.**

362 West Water St.,  
Syracuse, N. Y., U. S. A.

*Established 1872*



# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Copyright, 1930, by The National Provisioner, Inc. Title Registered in U. S. Patent Office

OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 82. No. 8

FEBRUARY 22, 1930

Chicago and New York

*about*

## How Will Packer Quick Freeze His Meat Cuts?

**It Is Not Now a Question of Finding a Process but of Choosing One That Will Fit in Best with Particular Conditions**

That there is economy in packinghouse preparation of consumer cuts of fresh meats is becoming generally apparent.

As a result packers are looking about for quick freezing methods best adapted to their needs.

Other problems—such as proper distribution methods—are to be worked out before there is complete assurance that these packinghouse cuts will reach the

consumer's kitchen in proper shape.

But indications point to early and wide distribution of hard-chilled retail cuts.

One packer is reported to be equipping 50 of his branch houses at strategic points throughout the country with sharp freezers. These will hold hard-frozen wrapped and packaged meats in process of distribution.

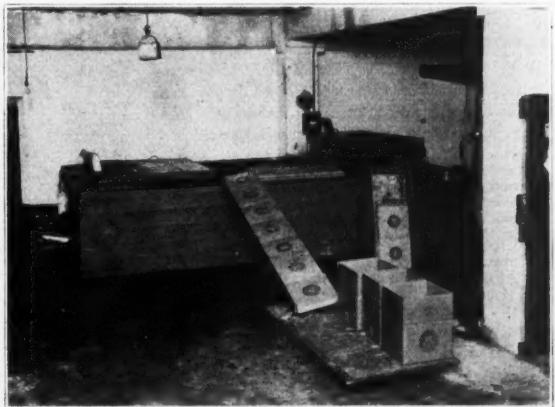
Another packer with wide dis-

tribution has equipped his plant for freezing approximately 2,000 lbs. of meat an hour. His plans include the installation of additional freezing units of equal or larger size as demand increases.

### Solving the Freezing Problem

In quick freezing there is rapid transfer of heat from the meat to the freezing medium.

If meat could be immersed in brine at a low temperature the



TWO TYPES OF KOLBÉ QUICK FREEZING SYSTEMS IN OPERATION.

On the left is shown an experimental installation of a floating pan system in an Indiana plant. This system is suited to freezing thin cuts, such as steaks and chops, liver, sweetbreads, etc. Pork chops were being frozen at the time the picture was taken. Meat is placed in shallow metal pans which are floated through raceways on brine with a temperature of -15 or -20 degs. F. This installation should not be confused with the larger commercial ones in which the raceways are built one on another to save floor space.

On the right is a small diving bell system installed in a Texas fish plant for freezing shrimp in packages. In the diving bell system the meat is placed in covered pans and immersed in cold brine. Either wrapped or unwrapped meats may be frozen with this system, which is more efficient than the pan systems for freezing the larger cuts, such as roasts. In the larger installations the pans of meat are placed in cages which are put in and taken out of the brine tank with hoists.

problem would be simple. This is impossible.

The alternative is to bring the meat as close as possible to the brine, but separated from it. Obviously, for best results, the separator must be a good heat conductor.

Most quick freezing systems use metal as the heat transfer agent. This is true in the Birds-eye system, which was described in the September 8, 1928, and June 15, 1929, issues of THE NATIONAL PROVISIONER, and in the Kolbe systems, descriptions of which follow.

### Quick Freezing Processes

The floating pan system of quick freezing with which some packers are experimenting is just what the name implies.

Meat to be frozen is placed in metal pans about 22 in. in diameter and 3 in. deep. Freezing is accomplished by

Raceways are generally built about 2 ft. wide. The brine has a depth of about 2 in. A motor-driven centrifugal pump forces the brine from the end of the raceway through the brine cooler, thence into the beginning of the raceway. A continuous stream is thus provided.

#### Freezes Steaks in 45 Minutes.

To operate such a quick freezing system the brine is cooled to the desired temperature by starting the pump and opening the expansion valve on the brine cooler. Brine at a temperature of from  $-15$  to  $-20$  degs. F. is generally used. A steak 1 in. thick can be frozen in about 45 min.

Pans containing the meat to be frozen are placed in the brine stream at the starting point and float away. By the time all the pans are in and the runways full, the first pan is ready to be taken out. When the meat is removed the empty pan is returned by conveyor to the starting point. Both ends of the raceway, if desired, may terminate in a warm room to make

arrangement possible. An important advantage is claimed for this stacking arrangement in addition to the economy in space secured. This is that advantage is taken of the radiation from the meat to the very cold surface of the raceway a few inches above it.

#### Large Capacity in Small Space.

When the raceways are stacked, the pan drops from one raceway to another, making a continuous unit. The pans are fed into the raceway at the top by a conveyor and the frozen meat is removed at the bottom. By this arrangement a commercial plant with a capacity of 3,000 lbs. of meat an hour can be placed in a space 7 ft. wide, 60 ft. long and 8 ft. high.

For thick cuts, such as roasts, the diving bell system of quick freezing has been designed. This is operated with a tank, or series of tanks, into which the pans containing the meat are placed. These pans are of special design. When placed in brine 3 ft. under the surface, good brine contact is secured at top and bottom, but no brine touches the product.

The diving bell principle explains the presence of the air sealed in each cover which keeps the brine from entering the pan. The soldered cover which fits down over the pan acts as a diving bell, and the air entrapped prevents the brine from rising higher than is necessary for good contact with the bottom.

#### Freezes Thick Cuts Quickly.

This system of quick freezing is in use in a Canadian fish plant. Here cakes of fish  $2\frac{1}{2}$  in. thick are frozen solid in 2 hours, with a brine temperature of about  $-15$  degs. F. Since no brine touches the product, calcium chloride brine may be used. In a plant at Galveston, Texas, shrimp are frozen in packages 2 inches thick for Japanese export trade.

There are different ways of handling these pans for freezing depending on size of the plant, quantity of meat to be frozen daily, kind of product, and facilities available.

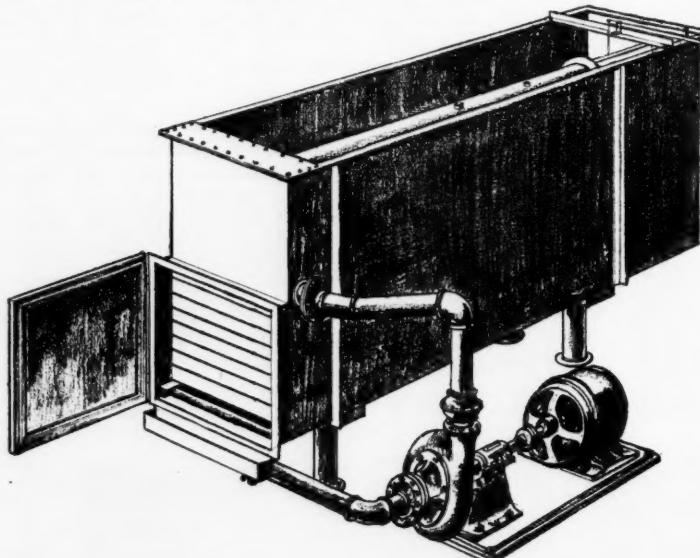
In the Canadian fish plant mentioned previously, the frame system is used. The pans of fish are put into iron frames. These are lowered with an electric hoist into the cold brine. Freezing capacity here is about a carload of fish each day.

Space for the circulation of the brine between the pans is obtained by riveting two angle irons to the cover or bottom of each pan for the pan above to rest on.

#### Meat Frozen in Tanks.

Another method of handling pans is by the use of the tank system. The

(Continued on page 51.)



A SELF CONTAINED QUICK FREEZING UNIT.

Pans filled with meats to be frozen are run into the bottom, or freezing chamber, direct from floor trucks. The brine cooling unit is above the freezing chamber. Pans with diving bell covers are used, and brine with a temperature of  $-15$  or  $-20$  degs. F. is circulated around the pans by a motor driven centrifugal pump.

Two sets of pans are used. While one set is in the freezing chamber the other is being filled with meat. One set of pans can be removed and the other inserted in 5 or 10 minutes. A unit of this type 3 ft. wide and 12 ft. long will hold between 1,500 and 1,700 lbs. of meat. This type of unit is suitable for freezing most meat cuts, whether or not they are wrapped and packaged.

floating the pans on a continuous stream of very cold brine through a series of raceways which are inclosed and insulated.

Length of raceways and speed of pan travel is governed by the length of time required to freeze and capacity desired. These raceways can be arranged to deliver the frozen meat at any desired point.

working conditions more agreeable.

The floating pan system of quick freezing is particularly suitable for freezing thin cuts. These include steaks and chops and fancy meats such as liver, sweetbreads, etc.

Economy of floor space can be secured by stacking one unit of raceways above another. The absence of mechanical conveying equipment makes this

portant  
tacking  
conomy  
advan-  
from the  
of the

ace.  
ed, the  
nother,  
e pans  
the top  
neat is  
his ar-  
with a  
n hour  
. wide,

ts, the  
freezing  
operated  
, into  
eat are  
cial de-  
. under  
is se-  
o brine

ins the  
n cover  
ntering  
ich fits  
diving  
events  
han is  
th the

y.

g is in  
Here  
frozen  
tempera-  
nce no  
alcium  
a plant  
frozen  
panese

handling  
ing on  
heat to  
ct, and

ntioned  
s used.  
o iron  
an elec-  
freezing  
of fish

e brine  
iveting  
bottom  
to rest

pans is

. The

## Packers Get Latest Ideas on Quick Freezing from an Array of Experts

Quick freezing was discussed from many angles by a number of authorities at a regional meeting of the Institute of American Meat Packers held on February 20 at the Stevens Hotel, Chicago.

Nearly 300 persons attended, constituting the largest attendance at any regional meeting which the Institute has held, and setting a mark for the New York regional meeting, which will be held on March 6.

At the meeting in New York quick freezing also will be the subject of discussion.

The speakers included C. L. Jones, in charge of research and development for the DryIce Corporation of America, New York; F. B. Green, refrigerating engineer, Baltimore; A. T. Millott, General Electric Company; R. W. Keyes, Booth Fisheries Company, Chicago; Carl E. Kolbe, freezing system inventor, Chicago, and Dr. Harden F. Taylor, vice president for scientific research of the Atlantic Coast Fisheries.

### Bringing Subject Up to Date.

The purpose of the meeting, as stated by President Woods of the Institute, who presided, was "to give member companies of the Institute an opportunity to keep abreast of the developments in quick freezing and to appraise for themselves the various elements in the situation."

He pointed out that about a year ago an Institute committee visited Gloucester, Mass., and made a report on the Birdseye process, and that at the last convention of the Institute R. T. Keefe, of the Keefe-LeSturgeon Company, and Clarence Birdseye, inventor of the process which bears his name, discussed quick freezing.

These reports, he said, had pretty well covered the production of rapidly-frozen meats, and during recent months interest had centered more on what happens to the product after freezing.

### Froze Meats in Fourteen Minutes.

At least four packers and one wholesaler are now engaged in the production of quickly-frozen meats, Mr. Woods stated. The rest of the industry, he added, "is observing developments with interest and it is primarily for their interest that this meeting is being held."

A demonstration of quick freezing, in

which meat cuts approximately one-inch in thickness were frozen in less than 14 minutes, while the audience asked questions of the demonstrator, was a feature of the meeting.

The demonstration was given by C. L. Jones of the DryIce Corporation of America, using an introductory freezer designed to provide a small and relatively low-priced freezing unit for packers who may wish to test the possibilities of marketing quick-frozen meats before making a heavy investment.

Quick freezing does not solve "by miraculous ways all of the problems of perishable food production, storage and distribution," but does represent "an important improvement in one particular step," Dr. Harden F. Taylor stated in the course of an address, illustrated at points with lantern slides, which revealed in great detail the experience of the Atlantic Coast Fisheries Company over a period of several years in the application of the quick freezing process to the production and marketing of fish.

"The enterprise of producing and merchandising frozen foods is a long chain of events," Dr. Taylor said, "which must take place between the production of the raw material and its final delivery to the consumer's table,

involving many steps, each of which may be done poorly, fairly well, or in an excellent manner. And in this chain one bad step may spoil or injure the quality of the goods which have been handled perfectly at every other step."

### Distribution Method is Vital.

"Fish or meats may be frozen by the most perfect method," he continued, "and be so handled in storage, transport or distribution as to reach the consumer in mediocre or poor condition. Yet, the attention of many food industries seems at this moment to be concentrated on rapid freezing—quick freezing, if you please—as something new and revolutionary which will remake the perishable food industries by its miraculous improvements.

"It is not new, nor is it revolutionary, but it is a better way of doing this one particular step than this one particular step has been done in the past. It may be done for any particular product in any suitable way by any suitable machine. And in such a machine efficiency and economy of operation are more important than rapidity of freezing beyond a certain point."

Problems in connection with the transportation, distribution and merchandising of frozen food took precedence over problems of production in the remarks of most of the speakers. Practically every speaker emphasized the need of equipment that offered adequate facilities for storage and display in retail shops.

### Equipment Must Be Right.

Mr. Green stressed the point that more testing in the field, as contrasted with testing in the laboratory, was a vital need as a means of determining the most efficient equipment for merchandising quickly-frozen products to the public.

Mr. Kolbe took the view that advances in supplying retail stores with proper equipment would follow rather than lead the introduction of quickly-frozen product. Dr. Taylor stated that the supplying of retail shops with suitable equipment—in the pioneering stage, at least—required the co-operation of manufacturers of frozen food products with both refrigerator manufacturers and store owners.

Consumer acceptance of frozen foods will not constitute a problem in the view of two of the speakers.

(Continued on page 51.)



DR. HARDEN F. TAYLOR.  
Pioneer in quick-freezing research gives packers some interesting new information.

# Meat Packing as It Was Carried on Sixty Years Ago

## Cincinnati Meat Packers Preserve Valuable Records of Pork Packing in Years When Industry Was Young

Great contrasts in operation of the meat packing industry 60 years ago and at the present time are brought out in records which have been guarded as valuable possessions of the Cincinnati Meat Packers' Association and the Cincinnati Chamber of Commerce for many years.

These are bronze and gold medals and descriptions of three charcoal cartoons visualizing operations in meat packing as carried on in Cincinnati plants nearly three-quarters of a century ago.

The bronze medal was awarded to what was then known as the Cincinnati Pork Packers' Association for the charcoal drawings exhibited at the Vienna, Austria, Exposition held in the summer of 1873.

This medal was the highest within the gift of the exposition's Committee of the Commerce of the World.

### Early Hog Killing Methods.

The cartoons, or posters, were each 30 feet long and 5 feet wide and were prepared with great care, especial attention being given to those portions representing actual operations.

The industry is indebted to Harper's Weekly of September 6, 1873, for a rather complete record of operations pictured in these drawings.

The first cartoon showed what was known as the "clutch" pen, where the hogs were shackled, stuck, scalded, "picked" scraped and shaved, gambrilled, "disemboweled" and washed.

In those days no dehairing machines were in use and the blood was not saved, but run into the sewer or a nearby stream.

### Pork Cutting in the Seventies.

The second cartoon showed what was known as the "drying room." Here the carcasses were hung for the animal heat to be removed. This was termed the "neatest place in the plant, with the floor covered with sawdust," and "the carcasses have a clean and bloodless appearance."

This cartoon also showed pork cutting. Some idea of the marked progress which has been made in this operation as practised at the present time may be obtained from the following

description of pork cutting of many years ago:

"Forming three sides of a square around the cutting blocks are the trimming tables. Through the open side of this square the carcasses are brought to the blocks on an iron truck. On the way to the block the truck stops for a moment on a platform scale to have the hog weighed.

"At each block are two men who never leave it. These men hold the hog while the cleaver men cut it. They also tear the leaf lard from the sides, and pass the pieces to the trimming benches as fast as they are cut.

### "Air Full of Scraps of Trimmings."

"At the trimming tables, of which there are two sets, are from 10 to 12

men, 5 or 6 for each block. Each set of men consists of one man to saw and one to trim hams, two to bone the sides and trim and bone the shoulders, one to saw out the backbone, and sometimes one to remove the pieces as they are trimmed.

"Besides these, a boy at each block removes the heads, and a man with a truck from time to time takes away the trimmings from the floor behind the trimmers' tables.

"The dexterity with which these men work is astonishing. Two blows from the cleaver sever the head, and the hams are stricken off with the same number of strokes. The ham and shoulder trimmers wield their knives with a briskness only equalled by that of girls in a book house folding forms for the binder.

"The trimmings are hurled through the air, each kind to its own particular heap on the floor in the rear of the tables. Every one is in motion, and the air is full of scraps of trimmings flying to their destination."

### Pork Products Limited 60 Years Ago.

The third drawing pictured the lard rendering and "pork-salting" processes. In the light of present-day operations the number of pork products prepared in the packinghouse of 60 years ago was limited. However, in describing this operation, it is pointed out that:

"The styles in which this meat is put up it would require much space to describe. The mode is adapted to the market for which it is destined. English meats are salted and put up in boxes of about 400 lbs. each. Then there is scarcely any end to the uses to which the pork product is applied."

Commenting on the extent of pork packing at that time and its future prospects and outlet, the magazine said:

### Hogs Slaughtered in 1850.

"In 1850 when pork packing began to assume an importance as a separate branch of business, the whole number of hogs cut in the United States west of the mountains, was 500,000 head. In the year ending March 1, 1873, these states packed over five and one-half million hogs."

"The seven principal packing points for this year, and the number of hogs packed, were,



ROYALTY RECOGNIZED PACKERS.

Bronze medal awarded to the Cincinnati Pork Packers' Association in 1873 for charcoal drawings of packinghouse operations exhibited at Vienna Exposition.

The obverse side of the medal bears the image of Franz Josef, King of Austria, King of Bohemia and Apostle King of Hungary. The reverse side of the medal is shown in the lower cut.

Ago

ach set  
aw and  
e sides  
ers, one  
somes-  
as they

n block  
with a  
s away  
behind

se men  
s from  
nd the  
e same  
l shoul-  
with a  
of girls  
for the

through  
particular  
of the  
and the  
s flying

s Ago.  
the lard  
cesses.  
rations  
repared  
rs ago  
scribing  
that:

it is put  
to de-  
to the  
Eng-  
up in

Then  
he uses  
plied."

of pork  
future  
magazine

0.

began  
separate  
number  
es west  
0 head.

points  
of hogs



#### PORK PACKING AS IT WAS CARRIED ON IN THE UNITED STATES 60 YEARS AGO.

Reproduction of three posters exhibited by the Cincinnati Pork Packers Association at the Vienna, Austria, Exposition held in 1873. These posters visualize packinghouse operations as conducted in Cincinnati at that time. They were awarded the highest medal within the gift of the exposition's Committee of the Commerce of the World.

The first shows the old-time killing floor, from the shackling pen to the hanging room, including shackling, sticking, scalding, scraping, gambrelling and dressing.

The second shows the hanging or drying room, and scenes on the pork cutting floor.

The third shows at the left dry salt meats stacked in the curing cellar, and some of the curing operations. Processes in lard manufacture as practised in those days are shown at the right.

Cincinnati, Ohio .....	626,305
Chicago, Ill. ....	1,425,079
St. Louis, Mo. ....	538,000
Milwaukee, Wis. ....	303,500
Louisville, Ky. ....	302,246
Indianapolis, Ind. ....	196,317
Kansas City, Mo. ....	180,922

Total of 7 cities ..... 3,572,369

"These figures are from the standard packing, and do not include summer packing, which would perhaps add 10 per cent to the amount.

"Hitherto the pork market has been chiefly in this country and Europe. Now the eyes of dealers are expectantly turned westward, looking for a demand which they believe will be sure to come at no far off day from the Celestial Empire. Chinamen learn to relish pork in California, and going home they bear testimony of its qualities to the teeming millions of China.

"The entire process of slaughtering, cutting, curing and packing in an establishment killing 1,500 average hogs daily requires about 150 hands. Thus one man prepared 10 hogs, or about 1½ tons of pork, lard, and the like, for market each working-day, which

will be about 1,000 hogs to each hand during the season."

#### Gold Medal for Pork Display.

The other medal, made of gold, was given to the Cincinnati Pork Packers' Association in 1875 as a complimentary medal for an exhibit at the Sixth Cincinnati Industrial Exposition held that year.

It was a special complimentary award for a display of pork products, which

according to the report of the jury of awards "is exceedingly meritorious and deserves something more than mere mention."

"The excellence of the contribution by the individual packers (made without competition for premiums) and so admirably grouped by the pork packers' association, makes a display scarcely to be conceived of, except by this practical illustration."

The report of the jurors urged that photographic views of the display be given wide publicity, not only in the United States but throughout Europe, in the belief that it would advertise to the world one of the chief products of Cincinnati, "thus enlarging our commercial interests by increasing the markets for this important item of our industries."

The firms operating in Cincinnati at that time which are still leaders in the industry of the present day are:

Maescher & Co.

The H. H. Meyer Packing Co.

The A. Sander Packing Co.

The J. & F. Schroth Packing Co.

Jacob Vogel & Son.



**COMPLIMENTS, NOT CRITICISM.**  
This gold medal was a complimentary award to the Cincinnati Pork Packers' Association for an exhibit at the Sixth Cincinnati Industrial Exposition, held in 1875. It was granted for an admirable display of pork products, which according to the jury of awards "deserves something more than mere mention."

## Cooperation of Packer and Meat Retailer Important to Distribution Census

What is the Census of Distribution?

Why should the meat industry be interested in the Census of Distribution?

Is it just something to make more work in answering questions, or is it something that the industry can really make use of?

The Census of Distribution is a new census. In the past industry and business have had figures of production brought out by the Census of Manufacturers, but they have not known what became of these products.

They have known little of the buying power of different sections of the country. They needed to know whether or not more product was being sent into one section that it could advantageously absorb, while at the same time more promising sections were being overlooked. This had to be learned by experience, which is usually costly.

### New Material for Sales Campaigns.

Business has had little information on which to base its sales campaigns.

The Census of Distribution is designed to furnish all of this basic information.

In taking this census every retail store—large or small, no matter where located, in downtown business districts, outlying sections, towns, villages, country cross roads—will be covered.

It is a census also of wholesalers, jobbers, commission merchants and a few manufacturers who distribute their own products.

Approximately 2,000,000 establishments will be included, making the Census of Distribution the largest census ever undertaken in the world.

The type of information sought from each establishment, for purposes of compiling the final figures, are: Number of salesmen or other employees; wages paid; rent; interest; other expenses; stocks on hand; cash sales; credit sales; repair or service operations; character of ownership, whether independent or chain; whether delivery service is maintained; and what principal lines of goods are sold.

Questions will, of course, vary with the different types of establishments.

Approximately 6,000 census takers will be employed, and these will visit many of the establishments and help the owners in furnishing the data.

The larger establishments, which are more familiar with the purposes of the census, will receive their questionnaires by mail. The big job is expected to be in securing the full cooperation of the

smaller operator or retailer who is not fully informed of the value of the census.

### To Cover Two Million Establishments.

The 2,000,000 establishments to be covered are divided into eight general classes, and these will be divided into many sub-groups. These are wholesalers of all kinds; retailers of all kinds; manufacturers' sales branches; supply houses and equipment dealers; manufacturers' agents; hotels and restaurants; building contractors; automobile dealers and repair establishments.

The census will produce the first broad, definite, statistical picture of the movement of goods through distribution channels. (1) The number of outlets of all kinds; (2) how commodities move from producer to consumer; (3) cost of operation of distribution agencies.

All this data will be classified geographically and arranged to show types, sizes of establishments, and other pertinent facts.

The first preliminary reports of this census may be available in the third quarter of 1930. It will take the whole year, however, and perhaps even more to finish the statistical picture of distribution, and to make the analyses which will show the true facts concerning commodity movements.

## Plans for the 1930 Packers' Prize Idea Contest Are Announced

Arrangements for the seventh annual series of Institute awards has been completed by the Institute of American Meat Packers. This provides for \$1,000 to be distributed to employees of member companies of the Institute for the best ideas and suggestions relative to improving the processing of meat.

Awards will be made on the recommendation of a group of judges composed of packinghouse plant officials. In addition to the cash awards, the winner of the 1930 series will have his name engraved on the Charles E. Herrick Silver Cup, and also will receive a replica of this cup. Entries will be received until July 15, 1930.

These awards are sponsored each year by the Institute in order that the industry may develop through the continued initiative of its personnel. Many of the ideas suggested in the past have been widely adopted and have resulted in substantial savings in processing meat, as well as wide recognition for the man or men who suggested them. The awards are financed from the Institute Plan fund.

### Contest Closes July 15, 1930.

The provisions governing the series are as follows:

1. The sum of \$1,000 will be available for distribution.

2. A Certificate of Merit from the Institute will be presented to any entrant who does not receive an award but whose idea commends itself to the Committee.

3. Every entrant must submit a brief describing his idea or process fully, not later than July 15, 1930. The description should be complete enough so that the judges will be able to grasp easily the operating details of the idea or invention. Sketches, blue prints, models, photographs, or other matter illustrating the idea should accompany the entry. Corroborative evidence of practical

ability should also be supplied whenever possible.

### Specific Kinds of Ideas Wanted.

4. The achievement may be anything which has to do with the operating departments of meat packing establishments.

(a) It may be an improvement in a manufacturing process, such as the curing and smoking of meats, the refining of lard, the slaughtering of hogs, or the manufacture of sausage.

(b) It may be a labor-saving device in any operating department, whereby the expense of one or more men is eliminated, or whereby production is increased with the same labor outlay, or anything else accomplished that effects a real saving.

(c) It may be the simple statement of an idea whereby the production of some packinghouse product may be handled in a better manner so as to increase its value or sale.

(d) It may be a process for improvement of the quality or desirability of any packinghouse product.

(e) It may be the arrangement and placing of equipment in a department to facilitate handling of product during processing.

(f) It may be a suggestion or device for reducing losses from accidents or fire.

(g) It may be a method of conserving materials, packages, and supplies.

### Persons Eligible for Awards.

5. Only employees of a member company of the Institute of American Meat Packers shall be eligible for the awards. Such employees shall have been employed by that member company for not less than ninety days before submitting their briefs, and they must be employed by a member company at the time that the award shall be made.

6. Application of machinery already in use in other industries, but not previously applied to the meat packing industry, is permissible. Entrants will find it easy to obtain the co-operation

(Continued on page 55.)

February 22, 1930.

# THE NATIONAL PROVISIONER

Chicago and New York

Member

Audit Bureau of Circulations  
Associated Business Papers, Inc.OFFICIAL ORGAN INSTITUTE OF  
AMERICAN MEAT PACKERSPublished Weekly by The National Provisioner,  
Inc. (Incorporated Under the Laws of  
the State of New York) at 407 So.  
Dearborn Street, Chicago

OTTO V. SCHRENK, President.

PAUL I. ALDRICH, Vice-President.

OSCAR H. CILLIE, Sec. and Treas.

PAUL I. ALDRICH, Editor and Manager

## GENERAL OFFICES.

Old Colony Bldg., 407 So. Dearborn St.  
CHICAGO, ILL.Telephone Wabash 0742, 0748, 0744.  
Cable Address "Sampan," Chicago.

## EASTERN OFFICES.

55 West 42d St., New York  
Telephone Chickering 3139

## PACIFIC COAST OFFICE.

651 Market Street, San Francisco, Calif.  
NORMAN C. NOURSE, Mgr.TERMS OF SUBSCRIPTION INvariably  
IN ADVANCE POSTAGE PREPAID.

United States.....	<b>\$3.00</b>
Canada .....	<b>4.00</b>
All Foreign Countries in the Postal Union, per year.....	<b>5.00</b>
Single or Extra Copies, each.....	<b>.10</b>
Back Numbers, each.....	<b>.25</b>

## More Meats in Cans

Canned whole and half hams found a ready market almost from the start. Within a short time canned whole chickens have become an important article of merchandise in the meat trade.

Among factors responsible for the popularity of these products is convenience to the housewife. No fuss or trouble and no time taken to see that the meats are properly cooked. All that is necessary before serving is to heat.

The popularity these meats have achieved suggests that some other popular cuts now requiring several hours to cook might find a ready market when put up in cans. If ham and chicken in cans can find a place in the domestic economy of thousands of homes, why not pot roasts, stews, leg of lamb, etc.?

Smaller families, the trend toward apartment living and the growing number of women in business and professional pursuits suggest that some of the old-fashioned standby meat dishes in cans might also be welcomed.

Take spareribs and sauerkraut, for

example. Cooking this combination takes time and scents up the house. Then it would hardly pay the business woman who does her cooking, at least occasionally, to prepare this dish. Spare ribs and sauerkraut in a can, ready to serve after warming, is finding many friends.

People who would buy and use this merchandise probably would not worry greatly about any price within reason, but they would be very critical about quality. The packer who puts up such a line would find his success dependent on good merchandise. The selling price should be fixed accordingly. Quality always commands a good price.

## Consider Product Outlook

While only a relatively small percentage of the total production of pork and lard in this country is exported, the export market is of more importance to every packer than is generally realized.

If high prices are commanded in the world market, more product is attracted there, thus strengthening the domestic situation. If they are low, more product is forced on to the domestic market.

Immediate prospects in the export market are fairly good, but the outlook for the coming summer and winter is less promising.

Already Denmark is marketing much larger quantities of bacon. German hog markets give promise of being heavier by late spring or early summer. The increased output of hogs in the Netherlands is certain to affect British demand for American pork. Poland and Hungary, which are developing as the heart of Europe's "corn belt", are also increasing hog production.

For the past six months prices of American hams in Liverpool have been lower than those of the year previous, but American bacon prices have been better. January prices, however, were below those for December.

The quantity of product exported in December was less than the November export and was under that of December, 1928.

A combination of the good export movement and smaller hog supplies dur-

ing December and January has had a strong influence on the domestic hog market. But outlook reports indicate increases in hogs marketed during the second half of the hog year, which extends from April to September inclusive.

This is the period in which the export situation promises to be less satisfactory. However, it is a period during which the general business situation in this country is expected to show improvement with increased consumptive demand.

Nevertheless these are three important factors to be thought of in hog buying, particularly in the light of present high prices. This careful thought is all the more necessary if product is to be held 60 days or longer.

## New Hog Crop Year

Many packers have made their fiscal year conform to the hog crop year, which in the past has been regarded as beginning November 1, when the so-called "winter packing season" opened.

A careful study of the markets over a period of years has led federal agencies most closely connected with the gathering of hog and product data to change the beginning of the crop year from November 1 to October 1.

New crop pigs begin to appear in September, and by October the runs are pretty well under way.

This change in the opening of the crop year is doubtless necessitated by improved practices among farmers which enable them to market their hogs at younger ages. Formerly a market hog at eight months was a goal to be striven for. Now up-to-date producers market their hogs as near six months of age as possible.

Thus, beginning with the current hog year, the number of hogs marketed and the trade in pork products have been transferred to a year extending from October 1 to September 30, instead of from November 1 to October 31, as formerly.

This may change calculations on the part of packers somewhat. But when the change is fully effective estimates of marketings in the winter, for example, in the light of the previous spring pig crop should be considerably more accurate.

# Practical Points for the Trade

(Contents of THE NATIONAL PROVISIONER are copyrighted and may not be reprinted except by permission)

## Bleaching Casings

Can dark-colored sheep casings be bleached?

A subscriber who imports sheep casings raises the following questions. He says:

Editor The National Provisioner:

Will you kindly inform us about the possibilities of bleaching dark colored sheep casings?

We are importing sheep casings from the far east, and casings from these countries have to undergo disinfection according to federal regulations. This increases the cost of the casings and we believe is rather detrimental to them.

Is there any hope of dispensing with this requirement in the near future?

What is considered the best method of measuring casings by diameter?

The present method of disinfecting casings required by the U. S. Department of Agriculture is perhaps also the best general bleach for dark colored sheep casings. Sodium hydrosulphite is used for this purpose, but in order to realize the full bleaching quality of the chemical it is necessary to reduce the quantity of casings placed in each 30 gals. of solution.

It may even be necessary to increase the quantity of sodium hydrosulphite from 4 lbs. to 30 gals. of water to 5 lbs. to 30 gals. of water. Not more than 50 lbs. of casings from which all salt has first been thoroughly washed off are placed in this solution.

The casings should be allowed to remain in the solution for a period of at least 15 hours and then they should be soaked in a constantly changing water bath for at least two hours before resalting.

It is doubtful if the disinfection of uncertified casings will ever be dispensed with, and it will be impossible to obtain complete certification of all casings until such time as all countries comply with the requirements laid down in the regulations of this country. Experiments have pretty well exploded the idea that disinfecting is detrimental.

All sheep casings shipped into this country must be either certified or disinfected, whether they come as large shipments or as small samples.

## Measuring Casings.

The best method of measuring casings is generally conceded to be by using the regular standard millimeter gauge, flushing casings with water, permitting it to drop by its own weight and applying it to the gauge for measurement.

Many expert casing handlers, however, prefer to use the eye as the best gauge for sausage casings.

## Curing S.P. Meats

More money is lost in poor curing than in almost any other line of meat manufacturing.

Too many curers operate on the "by guess and by gosh" plan—and then wonder what's the matter with their meats!

In the old days the best curing formulas were kept under lock and key, and there was supposed to be some mysterious power in them.

Today the best curers all know the best methods, and there are no secret formulas. The secret is in the intelligent use of standard formulas.

Standard formulas and full directions for curing sweet pickle meats have been published by THE NATIONAL PROVISIONER. Subscribers can obtain copies by sending in the following coupon, accompanied by 2-cent stamp:

The National Provisioner:  
Old Colony Bldg., Chicago, Ill.

Please send me copy of formula and directions for "Curing S. P. Meats."

Name .....

Street .....

City .....

## Using Steer Navel Fat

How can steer navel fat be firmed up? A sausagemaker says:

Editor The National Provisioner:

We want to use steer navel fat in certain products, but find it is soft and goes through the grinder in poor condition. How can we handle it?

Steer navel fat is difficult to handle, as it will not become firm. It will practically have to be frozen before cutting.

It should be cut up first by hand in small pieces before it goes through the machine. There is no machine that will not mash it.

What is the method of procedure in making neatsfoot oil? Ask the "Packer's Encyclopedia," the "blue book" of the meat packing industry.

## Holding Cured Bacon

A Southern packer plans to stack his overproduction of cured bacon in the cooler and hold it for a considerable period of time. He asks if this is advisable, and if so how it should be handled. He says:

Editor The National Provisioner:

We are now having an over-production on sweet pickle bacon. We believe that we will be compelled to store same for a period of from three to five months. This bacon is now being held in our lowest temperature cooler which will vary from 25 to 29 degrees. It is stacked in lots four feet wide, 6 feet long and 3 feet high.

Under the above conditions how long will this bacon keep? Will same have to be overhauled and how often? Any suggestions towards improvements, etc., will be greatly appreciated.

We are also contemplating shrouding beef carcasses and are very anxious to have full details regarding this important operation.

It is doubtful whether it would be safe to store sweet pickle bacon, stacked as this subscriber suggests, to be held for from three to five months at a temperature varying from 25 to 29 degs.

Some curers store their bacon in this manner at lower than freezing temperatures for a short period of time. This is done in the belief that the cure gets more uniform in bacon thus stored. In general, however, the temperatures employed in the majority of cases are nearer 15 degs.

## Long Storage Causes Rancidity.

If stored too long the bacon becomes rancid, and the trouble is that this rancidity is not so noticeable in the cured or smoked product as it is in the cooked product. It must, therefore, be watched with a great deal of care as a very unfavorable trade reaction is probable when the ultimate consumer gets a rancid product.

Where rancidity is present the problem is still more troublesome, because different pieces of bacon of the same storage age very often become rancid to different degrees.

When the product once becomes rancid, there is practically nothing to be done with it but turn it into inedible grease.

It would be very desirable if this inquirer could freeze his product green and take it out and cure as needed, thus avoiding the necessity of storing cured product.

The only other alternative would be to put the cured product in a very mild pickle and hold it in the lower cooler temperatures. This product becomes somewhat more salty if held for long periods but there is little danger of rancidity.

## Avoiding Slick Sausage

What makes wieners and minced ham get slick? A sausage maker who is having this trouble says:

Editor The National Provisioner:

We are having trouble with wieners and minced ham getting slick. We have had this kind of trouble in summer sometimes but not in winter. Could it be the result of using a large percentage of pork? There is a good deal of difference in the price of the two in our section and we have been using pork pretty freely.

The trouble this inquirer is having is not due to the large quantity of pork used, provided it is lean enough, is fresh when going into cure, and is well cured. The sausage should be hung in the cooler over night, or from 6 to 8 hours before smoking, and given a good long, hot smoke. If this is done there should be no trouble with the product not keeping.

In fact, all pork could be used if desired, provided it is strictly fresh and lean.

The chances are the trouble is in the cooler. It is probably too cold and without proper air circulation. The storage cooler for smoked sausage should not be held at temperatures lower than 45 degs., 50 is better. The cooler must be dry and have good air circulation.

### DESIGNING THE PACKAGE.

Packaging and wrapping of meats and meat products is only well under way. In comparison with the total output of a plant but a small quantity of meats is being sold in wrappings and packages. The meat industry will respond to consumer demand and preferences, and wrap and package increasing quantities of meats. The designing of packages, wrappings, labels and trade marks for fresh cuts is under way in many plants in preparation for the time when they will be needed. Origination of attractive, sale-appealing packages for these cuts is also being given thought by packers.

A little booklet, that should be of value to packers who have wrapping and packaging ideas in mind and who are interested in improving packages, is being distributed by the Westfield River Paper Co., Russell, Mass. It is entitled, "What's the Newest in Packaging." Among subjects treated are printing on glassine papers, packaging with glassine papers, automatic wrapping with glassine paper and manufacturing and handling glassine paper. The booklet will be sent on request.

### HIDE CELLAR TEMPERATURES.

What are the temperature requirements in the hide cellar? How do temperatures affect shrinkage? Ask the "Packer's Encyclopedia," the meat packer's guide.

## Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

### KEEPING STEAM COSTS LOW.

By W. F. Schaphorst, M. E.

The engineer always likes to see figures in dollars and cents on the economy of keeping boilers clean.

For example, I have before me a report on a plant having boiler repairs running about \$4,500 per year. The company installed modern water treating apparatus, and after five months' use reported that the total saving due to the apparatus was \$8,670 on a five months' run, or an annual saving of \$20,880. This apparatus also saved the old boilers from being condemned by the boiler inspector. The water contains 99.6 grains of scale-forming substances per gallon.

Another concern using very unclean water says: "We have saved between \$4,000 and \$6,000 in water cost alone, besides the benefits which we have procured in the way of decreasing boiler cleaning costs and better operation of the boilers."

Tube cleaners, soot blowers, water softeners, deconcentrators—all such equipment for keeping boilers clean—are usually very profitable.

A large Canadian concern having six 600 h. p. boilers could not maintain a superheat of more than 50 to 60 degrees F. over any reasonable period of time. A modern steam purifier was installed. The company is now obtaining a steady average superheat tempera-

ture of around 100 degrees, which is the theoretical temperature that should be obtained with dry steam from the boilers to the superheater.

Before the purifiers were installed, it was impossible to carry over one and one-half gages of water in the boilers because of foaming and priming difficulties. Since the installation of the purifiers the boilers are run constantly with a water level approximately at middle gage. But even at full gage there is no drop in the superheat. Before the purifiers were installed, it was necessary to dismantle and clean the turbines every six months. Now, inspection shows them to be perfectly clean.

When first putting this plant in operation, there was no water softening plant. In order to try to correct the above troubles an intermittent system was installed. This feed water treatment system takes care of the scale forming material so that there is no further trouble with scale in their boilers. But it did not, in any way, decrease priming and foaming troubles. All of which teaches a valuable lesson on the importance of clean steam.

Where there is too much exhaust steam—so much that some exhaust is wasted—it is usually the better practice to run auxiliaries electrically or mechanically rather than by steam.

But where there is insufficient exhaust for heating or processing it is usually best to operate the auxiliaries by steam rather than to use bleeder steam for heating or processing systems.

We frequently hear the excuse where steam-operated auxiliaries are in use that the exhaust is used for heating the feed water anyway, hence there is no loss. But when the main engine is being utilized, the loss is obviously as great as where the exhaust from the main engine is used for water and the steam from the auxiliaries is being wasted.

To be certain that the power plant is efficient throughout every process must be considered. It is impossible to lay down a hard and fast rule applicable to every plant. What the owner is most interested in is maximum production per dollar invested.

### THERMOMETER AND SALOMETER.

Instruments of precision are useful only as long as they indicate or register correct values. When they cease to do this they are sources of potential waste and loss in many meat plant processing operations.

The best insurance against inaccuracy is to purchase good instruments and handle them carefully. But even the best instruments may go wrong occasionally for one reason or another. To be on the safe side many packers test thermometers, salometers, meters and other registering and indicating devices at frequent intervals to determine their accuracy.

An interesting bulletin on thermometers and salometers for use in the refrigerating departments of meat plants has been issued recently by Jos A. Martocello & Co., Philadelphia, Pa. This bulletin describes the full line of instruments manufactured by this company, and is being sent to packers on request.

## Temperatures!

Do you watch them

In the hog scalding vat?  
" " rendering kettle?  
" " lard tank?  
" " ham boiling vat?  
" " sausage kitchen?  
" " smoke house?  
" " meat cooler?  
" " tank room?

Or in a dozen other places in your plant?

*If you do not, you are losing money every day.*

Reprints of articles on Temperature Control in the Meat Plant which ran in THE NATIONAL PROVISIONER may be had by subscribers by filling out and sending in the following coupon, together with 5c in stamps.

THE NATIONAL PROVISIONER.  
Old Colony Bldg., Chicago.  
Please send me reprints on Temperature Control in the Meat Plant.

Name .....

Address .....

City .....

Enclosed find a 5c stamp.

## BATCHELDER &amp; SNYDER MERGER.

Batchelder & Snyder, the well-known Boston meat packing and general food concern, of which Frederic S. Snyder, chairman of the board of the Institute of American Meat Packers, is president, will be known in future as the Batchelder, Snyder, Dorr & Doe Company.

This is a result of the consolidation of Batchelder & Snyder, Arthur E. Dorr Co. and William A. Doe Co. In this connection the entire retail chain store holdings of the First National Stores in the Dorr Company have been disposed of. The company will not retail.

Frosted Foods, Inc., a subsidiary of the General Foods Corporation, will hold a substantial interest in the new company.

## GOBEL'S 1929 EARNINGS.

For 1929, Adolf Gobel, Inc. and affiliated companies, including Jacob E. Decker & Sons of Mason City, Ia., report net profits of \$131,298 after interest, depreciation, federal taxes, and subsidiary preferred dividends. This is equivalent to 30 cents a share on 430,090 no par shares to be outstanding when all the old issue is exchanged for new stock. The 1928 profits totaled \$563,332, or \$1.61 a share on 348,477 shares. Net sales for 1929 were \$46,032,417, against \$21,244,819 in 1928. Costs and depreciation rose to \$45,475,012, against \$20,419,075.

## WILSON ON SOUND BASIS.

At the annual stockholders meeting of Wilson & Co. this week president Thomas E. Wilson announced that "your company is now on a sound financial basis. Since the reorganization of the company in 1924 capital fixed assets have been reduced by \$1,500,000. Plants and equipment have been maintained in good condition and in the last five years about \$16,000,000 has been spent in improvements and replacements." All directors were re-elected.

## SWIFT BUYS WHITE PKG. CO.

Purchase of the White Packing Co., Montgomery, Ala., by Swift & Company took place the latter part of January. The plant is located near the Montgomery Union Stock Yards. While no immediate changes are expected to take place, local interests anticipate that before the close of the year the facilities of the company will be greatly enlarged and improved. Not only the plant, but land and other property were acquired by the Swift interests.

## FINANCIAL NOTES.

Net earnings of \$351,512 available for common stock dividends are reported by George A. Hormel & Co., Austin, Minn., for the first quarter of the new fiscal year ended January 25. This was after preferred dividends, depreciation, federal taxes and all other charges. The lower net earnings are attributed to an unfavorable inventory situation. The earnings available for common stock at the same time of the previous fiscal year amounted to \$793,758.

The Continental Can Co., Inc. reports net earnings for the year ended December 31, 1929, of \$8,967,703, compared with \$6,690,796 in 1928. This is after depreciation, taxes and all other

charges, equivalent after preferred dividends to \$5.02 a share on 1,725,045 no par common shares. In the previous year the earnings were \$4.35 a share on 1,459,991 common shares. The December 31, 1929 balance sheet showed a ratio between current assets and current liabilities of 17 to 12.

The American Can Company reported a net income of \$22,724,802 for the year ended December 31, 1929, after depreciation, interest, federal taxes and other charges. This is equal after preferred dividends to \$8.02 a share on 2,473,998 shares of common stock. The 1928 net earnings were \$19,863,326, or \$6.85 a common share.

A net income of \$2,324,276 is reported by the Mathieson Alkali Co. for the year ended December 31. This is after depreciation, depletion and federal taxes. These earnings are the largest in the company's history and are equal after preferred dividends to \$3.31 a share on 650,436 no par common shares.

The Central Cold Storage Company reports a net profit of \$312,119 for the year ended December 31. This is after all charges and federal taxes, equal to \$3.12 a share on 100,000 shares of common. This compares with \$2.47 on the same basis in 1928.

Listing of 1,000,000 shares of no par common stock of the Wesson Oil & Snowdrift Co. has been approved by the New York Stock Exchange, on notice of issuance.

## PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on Feb. 19, 1930, or nearest previous date, together with number of shares dealt in during the week, and closing prices on Feb. 11, or nearest previous date:

	Sales.	High.	Low.	—Close.	
	Week ended Feb. 19.	Feb. 19.—	19.	Feb. 11.	
Amal. Leather.....	.....	25	25	25	25 1/4
Do. Pfd.....	600	5%	5%	5%	5%
Amer. H. & L. 1,100	2,34	33 1/2	33 1/2	32 1/2	28 1/4
Do. Pfd.....	750	47	46 1/2	46 1/2	44 1/2
Armstrong A.....	4,100	5%	5%	5%	5 1/4
Do. B. 5,600	3 1/4	3	3	3	3 1/4
Do. Pfd.....	900	60 1/2	60 1/2	60 1/2	60 1/2
Do. Del. Pfd.....	900	77	77	77	79 1/2
Barnett Leather 400	2%	2%	2%	2%	4
Beechwood Pack. 600	66 1/2	66 1/2	66 1/2	66 1/2	69
Bohack, H. C. 100	81	80	80	80	65
Chick C. Oil....	400	27 1/2	27 1/2	27 1/2	26 1/2
Childs Co....	18,100	63 1/2	62 1/2	62 1/2	65
Cudahy Pack. 1,100	45	45	45	45	45 1/2
East New Strs. 7,900	58 1/2	58 1/2	58 1/2	58 1/2	58 1/2
Gen. Foods .....	32,000	52 1/2	52 1/2	52 1/2	53 1/2
Gobel Co. 9,000	16 1/2	16 1/2	16 1/2	16 1/2	17 1/2
Grf. A. & P. 1st Pfd. 70	116 1/2	116 1/2	116 1/2	116 1/2	116 1/2
Do. new.....	160	240	240	240	245
Hormel, G. A. 200	33 1/2	33 1/2	33 1/2	33 1/2	34
Hygrade Food. 1,800	12	12	12	12	12 1/2
Kroger G. & B. 43,600	43 1/2	42	42 1/2	42 1/2	43 1/2
Libby McNeil. 17,500	20 1/2	19 1/2	19 1/2	19 1/2	18 1/2
MacMarr Strs. 2,000	20	19 1/2	19 1/2	19 1/2	19 1/2
Mayer Oscar.....	.....	1 1/2	1 1/2	1 1/2	1 1/2
Do. F. & H. 1,000	36	36	36	36	37 1/2
Morrell & Co. 1,600	59 1/2	59	59	59	70 1/2
Nat. Del. Pr. A. 1,900	17 1/2	17 1/2	17 1/2	17 1/2	18
Nat. Leather 150	1 1/2	1 1/2	1 1/2	1 1/2	1 1/2
Nat. Tea.....	4,200	38 1/2	37 1/2	37 1/2	39
Proc. & Gamb. 15,500	68 1/2	67 1/2	67 1/2	67 1/2	66 1/2
Rath Pack.....	750	23	22	23	22
Safeway Strs. 24,600	108 1/2	108 1/2	108 1/2	108 1/2	114
Do. 6% Pfd. 1,500	98 1/2	98 1/2	98 1/2	98 1/2	99
Do. 7% Pfd. 130	108	108	108	108	108
Stahl Meyer.....	.....	10	10	10	26
Strauss R. Strs. 300	10	10	10	10	10
Swift & Co. 50	130 1/2	130 1/2	130 1/2	130 1/2	132 1/2
Do. Int'l. 4,000	32 1/2	32 1/2	32 1/2	32 1/2	33
Truax Pork. 300	25%	25%	25%	25%	25%
U. S. Cold Strs. 1,100	8%	8%	8%	8%	8
Do. A.....	400	17%	17%	17%	17 1/2
Do. Fr. Pfd.....	.....	27	27	27	28 1/2
Wesson Oil.....	6,000	27 1/2	27	27	25 1/2
Do. Pfd.....	800	54 1/2	54 1/2	54 1/2	53 1/2
Wilson & Co. 200	4%	4%	4%	4%	4 1/2
Do. A.....	400	9 1/2	9 1/2	9 1/2	10
Do. Pfd.....	100	50	50	50	50

## CHAIN STORE NOTES.

An appropriation of \$142,540 was unanimously voted in the house of representatives during the week for the purpose of aiding the chain store investigation now being carried on by the Federal Trade Commission.

A preliminary consolidated net income of \$6,147,192 is reported by Safeway Stores, Inc., for the year ended December 31, 1929. This is after all charges, including federal taxes, and compares with \$3,505,098 in the previous fiscal year.

First National Stores report sales of \$8,496,665 for the four weeks ended January 25. For the same period of 1929 sales totaled \$6,124,617, indicating an increase of 38.73 per cent in the 1930 period.

The 1929 sales of Piggly Wiggly stores showed an increase of 6.6 per cent over those of 1928, amounting to \$212,708,836 compared with \$199,464,304 in 1928.

A sales gain of 40 per cent during the last half of 1929 over a similar period of 1928 is shown by the Economy Grocery Stores Corporation in sales totaling \$6,750,767.

Kroger's sales for the four weeks ended February 1 showed a gain of more than half a million dollars over the same period of 1929, amounting to \$24,482,571. On February 1, 1930 the company was operating 5,527 stores, an increase of .9 per cent over the number a year earlier.

Considerable increase is shown in the earnings of the Childs restaurant chain for the year ended December 31, for which a net income of \$1,277,138 is reported compared with \$1,002,425 in the previous year.

The H. C. Bohack Co. reports net income for the year ended February 1 as \$900,337 compared with \$592,755 for 1928. January sales of this company amounted to \$2,329,030 against \$2,124,991 in January, 1929, an increase of 10.3 per cent.

For January the Strauss-Roth Stores, Inc., report sales of \$594,206, against \$527,880 in January, 1929. This is an increase of \$66,326, or 12.5 per cent.

The Board of Governors of the New York Curb Exchange recently admitted to listing the 100,000 shares of common stock, no par value, of Strauss-Roth Stores, Inc.

## NOTES OF "NEW COMPETITION."

Another merger connection is suggested for the Kraft-Phenix Cheese Co., this time in connection with the National Dairy Products Co. Such a consolidation would embrace assets of nearly \$250,000,000 and annual sales of not far from \$400,000,000.

Creameries of America is the name of a new dairy products distributing company of national scope and \$100,000,000 magnitude, according to S. H. Berch, president of Western Dairy Products Co. The charter of the new company provides for operations in Washington, California, Arizona, New Mexico, Wyoming, Utah and Colorado.

Watch the "Wanted and For Sale" page for business opportunities or bargains in equipment.

# Provision and Lard Markets

## WEEKLY REVIEW

### Trade Active—Market Irregular—Cash Trade Fair—Hog Run Moderate—Grain Weakness Caused Liquidation—Hogs Fairly Steady.

The market for hog products was quite active the past week, but more irregularity was in evidence. The lard market, after scoring a rally of about 1c lb. from the season's lows, reacted 40@50 points from the recent highs. Increased outside absorption apparently resulted in temporary overbought conditions. This weakened the technical position, as the weakness in grains led to selling and liquidation in lard which uncovered stop loss orders and made for the setback. There was nothing particular in the news to account for the reaction in provisions otherwise. The hog level was fairly steady and the western hog run moderate, although at times slightly exceeding the same time a year ago.

Commission houses with eastern connections, recently on the buying side of lard, were free sellers on the decline. Hedge pressure had some influence in a moderate way, as did a let-up in the cash lard demand, but cash trade on the whole, continued fairly good. The Chicago lard stocks during the first half of February increased 6,022,500 lbs., but totaled only 37,124,345 lbs., compared with 95,242,643 lbs. the same time a year ago.

The cold storage holdings of lard throughout the country on February 1, were officially placed at 92,676,000 lbs., compared with 140,526,000 lbs. a year ago and a five-year February average of 94,200,000 lbs. From a supply standpoint there was little or nothing of a disturbing nature in the situation, particularly with the prospects for a continued moderate run of hogs the balance of this and possibly next month.

### Hog Prices Up.

Reports continue to indicate heavy hog feeding in the interior as a result of the favorable spread between corn and hogs. This appeared to have created the impression in some quarters that the future hog arrivals will be heavier in weight. The average weight of hogs received at Chicago last week was 231 lbs., against 230 lbs. the previous week and 230 lbs. the same time a year ago. The average price of hogs at Chicago at the beginning of this week was 10.95c, compared with 10.70c a week ago, and 10.25c a year ago. The average later in the week eased to 10.75c, with the demand for hogs a little slower.

The official exports of lard for the week ended February 8 were 14,592,000 lbs., against 14,843,000 lbs. the previous week. The total since January 1 has been 80,950,000 lbs., against 104,980,000 lbs. a year ago. During the

week Germany took 5,545,000 lbs., the U. K. 5,150,000 lbs., Cuba 1,122,000 lbs. and other countries 2,775,000 lbs.

Receipts of hogs at 64 leading markets during the month of January totaled 4,720,353, a decrease of 340,872 compared with the previous year, whereas the January 5-year average receipts have been 5,005,482 head. The local slaughter during January was 2,904,613 or 289,304 less than the previous year compared with the January 5-year average local slaughtering of 3,192,276 head.

### Bad Weather Damages Ranges.

The U. S. Department of Agriculture stated that range and livestock conditions in the West suffered a decline due to severe weather conditions during January, and are below the average of the past several years, but livestock are generally in good condition.

Hog supplies are generally ample in western South Dakota, Wyoming, Nebraska, Colorado, New Mexico, Idaho and Utah. In Oregon, Washington, Montana, North Dakota, Texas and Oklahoma, where feeding has been heavy, corn cake and concentrates have been used and there are some sections that may be short if the later winter conditions are severe.

The condition of ranges was placed at 79 per cent of normal, compared with 80 per cent the previous month, 82 per cent a year ago, and the five-year average of 83.3 per cent. The condition of cattle was placed at 83 per cent, against 86 per cent in January, 87 per cent in February last year, and the 5-year average of 87.2 per cent.

**PORK**—The market was firm, with demand fair. Mess pork at New York, \$29.50; family, \$34.50; fat backs, \$22.00@28.00.

**LARD**—Demand was fair but the market irregular, influenced somewhat by the developments in futures. At New York, prime western was quoted at \$11.15@11.25; middle western, \$11.05@11.15; city, 10 1/2c; refined continent, 11 1/4@11 1/2c; South America, 11 1/2@11 1/2c; Brazil kegs, 12 1/2@12 1/2c; compound, car lots, 10 1/2c; less than car lots, 11c.

At Chicago regular lard in round lots was quoted at 15c under March; loose lard, 100 under March; leaf lard, 125 under March.

**BEF**—The market was steady with a fair demand in the East. Mess at New York was quoted at \$25.00; packet, \$25.00@26.00; family, \$28.00@29.00; extra India mess, \$42.00@44.00; No. 1 canned corned beef, \$3.10; No. 2, \$5.50; 6 lbs. South America, \$16.75; pickled tongues, \$70.00@75.00 per barrel.

*See page 43 for later markets.*

### LARD AND GREASE EXPORTS.

Exports of lard from New York City, Feb. 12 to Feb. 19, 1930, totaled 26,214,517 lbs.; tallow, none; greases, 383,200 lbs.; stearine, 28,000 lbs.

### STOCKS IN COLD STORAGE.

The figures for storage stocks of pork and lard since 1926 to February 1, 1930, are as follows:

	1926.	Frozen	S. P.	D. S.	
		pork.	pork.	pork.	Lard.
	Lbs. (000 omitted).				
Jan.	57,900	204,642	110,617	42,478	
Feb.	98,311	319,720	133,005	44,187	
Mar.	120,115	345,061	144,071	76,145	
Apr.	129,259	346,049	151,286	83,108	
May	124,569	388,905	140,324	88,305	
June	117,300	320,305	136,801	106,824	
July	120,707	384,305	145,164	120,527	
Aug.	133,104	340,687	168,882	183,572	
Sept.	110,004	380,326	172,700	151,233	
Oct.	77,673	293,100	143,572	105,558	
Nov.	49,576	257,726	94,521	72,855	
Dec.	55,294	267,787	67,009	46,826	

	1927.	Frozen	S. P.	D. S.	
		pork.	pork.	pork.	Lard.
	Lbs. (000 omitted).				
Jan.	97,050	306,904	65,203	40,992	
Feb.	149,808	352,051	86,305	60,495	
Mar.	177,876	382,042	101,159	77,103	
Apr.	193,343	418,724	124,714	92,090	
May	204,008	435,967	128,637	90,611	
June	211,496	482,492	143,002	111,775	
July	220,085	444,778	107,248	146,250	
Aug.	224,000	440,510	94,583	90,963	170,269
Sept.	180,979	405,511	178,000	140,800	170,269
Oct.	126,887	341,460	140,417	118,174	
Nov.	76,788	290,261	100,646	71,000	
Dec.	63,040	277,382	77,145	46,503	

	1928.	Frozen	S. P.	D. S.	
		pork.	pork.	pork.	Lard.
	Lbs. (000 omitted).				
Jan.	165,221	370,442	118,497	88,780	
Feb.	203,707	400,268	159,700	121,354	
Mar.	322,542	496,478	177,887	104,755	
Apr.	323,403	496,322	178,012	104,506	
May	280,825	480,068	173,052	103,088	
June	285,720	483,342	169,068	106,078	
July	245,714	488,069	174,000	124,465	
Aug.	174,206	352,030	155,000	178,226	
Sept.	103,749	285,553	126,904	126,510	
Oct.	60,049	264,817	101,173	82,482	
Nov.	66,595	268,712	101,183	67,015	

	1929.	Frozen	S. P.	D. S.	
		pork.	pork.	pork.	Lard.
	Lbs. (000 omitted).				
Jan.	101,811	876,317	148,011	85,217	
Feb.	245,708	424,821	167,570	140,626	
Mar.	201,050	478,016	140,770	128,864	
Apr.	289,754	438,612	178,595	170,268	
May	285,110	432,863	185,580	164,748	
June	256,291	443,044	171,450	138,480	
July	247,815	430,517	163,805	109,699	
Aug.	229,939	412,571	172,294	108,681	
Sept.	176,181	382,750	160,519	178,809	
Oct.	119,204	342,080	159,256	153,690	
Nov.	75,910	304,400	111,002	98,845	
Dec.	84,667	316,280	88,782	68,517	

	1930.	Frozen	S. P.	D. S.	
		pork.	pork.	pork.	Lard.
	Lbs. (000 omitted)				
Jan.	145,078	368,126	107,782	82,098	
Feb.	178,786	392,915	116,568	92,676	

### 1929 MEAT AND FATS EXPORTS.

The export trade in practically all classes of meats showed a decided increase in 1929 compared with 1928, according to a recent summary made by the Department of Commerce.

The total export amounted to 445,984,000 pounds with a value of \$79,984,000, a gain of 11.9 per cent in quantity and 16.2 per cent in value.

Ham constituted 29.3 per cent of the total amount of meat exported during 1929 and bacon 32.4 per cent with bacon showing the greatest increase.

The United Kingdom was the heaviest purchaser of both commodities. Shipments to Cuba, another important market, fell off slightly but nearly all European markets show a gain.

The export trade in lard continues to show the rising trend of the past five

years amounting to 829,328,000 pounds for 1929 valued at \$105,530,000 an increase of 69,606,000 pounds and \$6,829,000 over 1928.

The largest markets are the United Kingdom, Germany, Cuba and Mexico, respectively.

Shipments of neutral lard and lard compounds show some decline but all other animal fats and oils show an increase.

The total value of all animal fats and oils exported amounted to \$117,714,000 an increase of 4.6 per cent compared with 1928 and representing more than one-seventh of the value of all food-stuffs exported.

#### PERSIAN SAUSAGE CASINGS.

Sheikf Haddad, a merchant of Bagdad, Persia, has been commissioned by the Persian Government to investigate the market for casings in the United States. Presumably, this has reference to the importation and sale of casings in the United States of Persian origin. Mr. Haddad expects to be in Washington during February or March.

#### PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended Feb. 15, 1930:

#### HAMS AND SHOULDERS, INCLUDING WILTSHIRSES.

	Jan. 1, —Week ended— Feb. 15, 1930.					
	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.
	15.	16.	8.	15.	1930.	1929.
M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total	1,065	435	838	5,905		
To Belgium				20		
United Kingdom	832	340	666	4,588		
Other Europe	33	—	—	48		
Cuba	20	20	5	104		
Other countries	210	75	167	1,145		

#### BACON, INCLUDING CUMBERLANDS.

	Jan. 1, —Week ended— Feb. 15, 1930.					
	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.
	15.	16.	8.	15.	1930.	1929.
	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.
	15.	16.	8.	15.	1930.	1929.
M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total	3,546	2,947	2,096	21,394		
To Germany				20		
United Kingdom	832	340	666	4,588		
Other Europe	33	—	—	48		
Cuba	20	20	5	104		
Other countries	210	75	167	1,145		

#### LARD.

	Jan. 1, —Week ended— Feb. 15, 1930.					
	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.
	15.	16.	8.	15.	1930.	1929.
	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.
	15.	16.	8.	15.	1930.	1929.
M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total	14,734	12,049	14,582	95,684		
To Germany	3,674	2,826	5,545	23,714		
United Kingdom	2,849	2,248	1,401	15,745		
Other Europe	471	481	483	3,932		
Cuba	47	21	30	185		
Other countries	170	92	79	678		

#### PICKLED PORK.

	Jan. 1, —Week ended— Feb. 15, 1930.					
	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.
	15.	16.	8.	15.	1930.	1929.
	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.
	15.	16.	8.	15.	1930.	1929.
M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.
Total	3,546	14,734	301			
To United Kingdom	38	64	7	176		
Other Europe	31	79	43	340		
Canada	130	206	138	469		
Other countries	93	72	8	367		

#### TOTAL EXPORTS BY PORTS.

	Week ended Feb. 15, 1930.					
	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pork, M lbs.	Land, M lbs.	Pickled, M lbs.
Total	1,065	3,546	14,734	301		
Boston	168	153	445	26		
Detroit	781	631	833	54		
Port Huron	62	153	829	97		
Key West	1	1	1,031	9		
New Orleans	49	56	2,384	84		
New York	33	2,551	8,791	31		
Philadelphia	1	1	421	—		

#### DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pork, M lbs.	Land, M lbs.	Pickled, M lbs.
Exported to:						
United Kingdom (Total)	832	2,840				
Liverpool	541	1,711				
London	125	562				
Manchester	—	13				
Glasgow	77	488				
Other United Kingdom	80	75				

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.	Pork, M lbs.	Land, M lbs.	Pickled, M lbs.
Exported to:						
Germany (Total)	—	3,674				
Hamburg	—	3,674				

#### CATTLE, CALVES, BEEF, AND VEAL.

Meat and livestock production and consumption for November, 1929, as compiled by the U. S. Bureau of Agricultural Economics, with comparisons:

	November	3-year average, <sup>1</sup>	1928.	1929.	3-year average, <sup>1</sup>	1928.	1929.
Inspected slaughter:							
Cattle, number	863,429	762,045	731,407	8,617,577	7,800,429	7,666,001	4,339,223
Calves, number	407,629	377,909	358,438	4,527,062	4,328,900	4,142,725	
Carcasses condemned:							
Cattle, number	8,421	6,872	6,788	72,479	59,393	55,921	
Calves, number	903	831	740	9,522	9,004	8,174	
Average live weight:							
Cattle, lbs.	943.36	944.27	945.79	953.00	947.87	954.59	
Calves, lbs.	186.36	187.91	188.18	177.15	177.59	177.56	
Average dressed weight:							
Cattle, lbs.	488.56	490.14	497.88	512.50	508.63	518.52	
Calves, lbs.	105.15	106.29	107.63	101.69	99.65	101.78	
Total dressed weight (carcass not incl. condemned):							
Beef, 1,000 lbs.	417,841	370,140	360,773	4,374,494	3,932,032	3,938,483	
Veal, 1,000 lbs.	42,775	40,086	38,499	457,600	428,963	418,256	
Storage:							
Beginning of month—							
Fresh beef, 1,000 lbs.	35,470	41,635	51,902	35,783	32,186	50,773	
Cured beef, 1,000 lbs.	18,913	16,401	20,157	21,242	17,270	18,845	
End of month—							
Fresh beef, 1,000 lbs.	55,120	60,189	70,390	35,122	32,660	50,167	
Cured beef, 1,000 lbs.	21,865	19,444	23,054	20,938	17,040	18,954	
Exports: 1,000 lbs.							
Fresh beef and veal...	216	245	348	2,029	2,048	2,979	
Cured beef...	1,088	613	642	13,817	8,874	10,060	
Canned beef...	132	132	203	2,231	1,791	2,403	
Oleo oil and stearine...	6,103	4,683	5,300	79,805	63,035	66,942	
Tallow...	587	185	312	6,257	3,059	3,414	
Imports: 1,000 lbs.							
Fresh beef...	4,241	4,305	4,675	37,047	53,755	41,840	
Beef & veal, pkl'd., cured	( <sup>2</sup> )	1,119	2,387	—	8,391	9,125	
Receipts, cattle and calves, M lbs.	2,847	4,482	5,412	34,844	49,763	86,232	
At eastern markets—							
Cattle, good steers...	833.70	15.10	13.66	12.39	14.74	14.02	
Veal calves...	\$12.42	13.36	12.63	12.61	13.63	13.08	
At Chicago—							
Cattle, good steers...	\$13.70	15.10	14.67	14.74	15.10	14.74	
Veal, hogs, med. wt...	\$10.10	8.92	9.14	11.16	9.79	10.62	
At Eastern markets—							
Fresh pork loins, 10/15	822.38	20.85	20.56	23.38	21.01	22.77	
Shoulders, skinned...	\$157.54	16.32	16.58	17.48	16.98	17.75	
Picnics, 8 to 8 pounds...	\$157.50	14.11	15.10	16.01	14.91	16.10	
Butts, Boston style...	820.60	18.34	18.75	21.26	19.37	21.42	
Beef, breakfast No. 1...	825.42	22.01	22.02	26.13	22.72	22.93	
Hams, smoked, No. 2...	825.22	23.82	21.71	25.73	22.07	23.93	
Lard, hardwood tubs...	\$14.03	15.77	13.00	14.45	13.50	13.30	

	CATTLE, CALVES, BEEF, AND VEAL.	NOVEMBER	3-YEAR AVERAGE	1928.	1929.
Inspected slaughter:					
Cattle, number	863,429	762,045	731,407	8,617,577	7,800,429
Calves, number	407,629	377,909	358,438	4,527,062	4,328,900
Carcasses condemned:					
Cattle, number	8,421	6,872	6,788	72,479	59,393
Calves, number	903	831	740	9,522	9,004
Average live weight:					
Cattle, lbs.	943.36	944.27	945.79	953.00	947.87
Calves, lbs.	186.36	187.91	188.18	177.15	177.56
Average dressed weight:					
Cattle, lbs.	488.56	490.14	497.88	512.50	508.63
Calves, lbs.	105.15	106.29	107.63	101.69	99.65
Total dressed weight (carcass not incl. condemned):					
Beef, 1,000 lbs.	417,841	370,140	360,773	4,374,494	3,932,032
Veal, 1,000 lbs.	42,775	40,086	38,499	457,600	428,963
Storage:					
Beginning of month—					
Fresh beef, 1,000 lbs.	35,470	41,635	51,902	35,783	32,186
Cured beef, 1,000 lbs.	18,913	16,401	20,157	21,242	17,270
End of month—					
Fresh beef, 1,000 lbs.	55,120	60,189	70,390	35,122	32,660
Cured beef, 1,000 lbs.	21,865	19,444	23,054	20,938	17,040
Exports: 1,000 lbs.					
Fresh beef and veal...</					

# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—While the volume of trade in the tallow market in the East the past week continued moderate, the situation as a whole was one of weakness. At New York, upwards of 200,000 lbs. of extra were reported to have sold at 7c f. o. b., a drop of 1/4c from the previous week and a new low for the move. Even on the decline, the undertone was reported easy, with buyers interested only at concessions and not aggressive for supplies. The decline made for a situation where sellers were more disposed to go slow for the time being.

However, there was little or nothing in the news to disturb the confidence of the buyer. Cattle receipts during January at 64 leading markets were 1,154,600 head, a decrease of 1,972 compared with last year. Receipts of calves during the same time were 484,437 head, an increase of 6,213 over the previous year. The situation in other soapers' materials continued heavy, while the steadiness in cotton oil failed to cut any figure whatsoever.

At New York, special loose was quoted at 6 1/4c; extra, 7c; edible, 7 1/2c.

At Chicago, the market displayed an easy undertone, with the volume of trade limited. At Chicago, edible was quoted at 7 1/4c; fancy, 7 1/2c; prime packer, 7 1/4c; No. 1, 6 1/2c; No. 2, 5 1/2c.

There was no auction in the London tallow market. At Liverpool, Australian tallow was unchanged to 6d lower. Fine was quoted at 39s 6d, while good mixed was 36s 6d.

**STEARINE**—A very quiet trade featured the market in the East the past week, with more or less nominal conditions prevailing. At New York, oleo was quoted at 9 1/4c. At Chicago, the market was quiet and about steady. Oleo was quoted at 8 1/4c.

**OLEO OIL**—A steady to firm situation continued at New York, with demand fairly good. Producers appear to be closely sold up. Extra was quoted at 12 1/4c@12 1/2c; medium, 10 1/2c@11 1/2c; lower grades, 10c. At Chicago, the market was firm, with demand fair. Extra was quoted at 11 1/4c.

See page 43 for later markets.

**LARD OIL**—Demand showed some improvement, principally for small quantities. The tone was steady. Edible at New York was quoted at 13c; extra winter, 12 1/2c; extra, 12c; extra No. 1, 11 1/4c; No. 1, 11c; No. 2, 10 1/4c.

**NEATSFOOT OIL**—A fair demand was in evidence, and the market ruled very steady. Pure at New York was quoted at 13 1/2c; extra, 11 1/4c; No. 1, 11c; cold test, 18c.

**GREASES**—A rather moderate volume of trading and a weak situation was the feature in the grease markets in the East the past week. Heaviness in tallow and other competing quarters, together with a rather limited demand from consumers and some increase in selling pressure, made for a lower

range. Buyers were inclined to back away from offerings. Some absorption was reported on a scale down, but no particular business displayed.

The indications were that the buyers continue to have the upper hand. However, producers were inclined to go slow at the lower levels, although there was nothing in the news surrounding the market that held out any prospects for betterment in the near future.

At New York, yellow and house were quoted at 5 1/2c@6c; A white, 6 1/2c@6 1/4c; B white, 6 1/4c@6 1/2c; choice white in tierces, 7 1/2c@8c.

At Chicago, a very limited trade and an easy tone was reported, with a particularly slow demand for choice white. Dullness ruled in medium and low grade supplies. At Chicago, brown was quoted at 5 1/2c@5 1/4c; yellow, 5 1/2c@6 1/4c; B white, 6 1/2c; A white, 6 1/4c; choice white, all hog, 6 1/4c.

### By-Products Markets

Chicago, Feb. 20, 1930.

#### Blood.

Buyers are showing little interest in blood. Last sales were at 25c lower prices than were quoted last week.

**Unit Ammonia.**  
Ground and unground ..... \$4.00@4.25

#### Digester Feed Tankage Materials.

There is practically no activity in the market for feed tankage materials. Prices are nominal.

**Unit Ammonia.**  
Unground, 11 1/2 to 12% ammonia ..... 4.00@ 4.25 & 10  
Unground, 6 to 8% ammonia ..... 3.00@ 3.25 & 10  
Liquid stick ..... 3.50@ 3.75  
Steame bone meal, special feeding, per ton ..... @42.50

#### Fertilizer Materials.

The market in fertilizer materials is lower, although demand is good and buyers are coming into the market in greater numbers. High grade ground selling at \$3.50 & 10c, Chgo.

**Unit Ammonia.**  
High grd. ground, 10@11% am. & 6 3/4% & 10  
Low grd. and ungrd. 6 3/4% am. @ 3.35 & 10  
Hoof meal ..... @ 3.00  
Bone tankage, low grd. per ton 24.00@25.00.

#### Bone Meals (Fertilizer Grades).

The bone meal market is inactive. Few if any sales are being made and prices are nominal.

**Raw bone meal** ..... \$50.00@55.00  
**Steam, ground, 3 & 50** ..... 31.00@32.00  
**Steam, unground, 3 & 50** ..... 29.00@31.00

#### Cracklings.

Buyers are in the market occasionally and small sales are made now and then. Prices are nominal.

**Hard pressed and exp. unground, per unit protein** ..... \$ .85@ .95  
**Soft prsd. pork, ac. grease & quality** 70.00@75.00  
**Soft prsd. beef, ac. grease & quality** 50.00@55.00

#### Gelatine and Glue Stocks.

Trading continues slow in this market. Bones are easy, buyers having withdrawn from the market. Prices show no change from last week.

**Per Ton.**  
Kip and calf stock ..... \$38.00@41.00  
Hide trimmings ..... 30.00@33.00  
Horn pits ..... 38.00@40.00  
Cattle jaws, shins and knuckles ..... 38.00@40.00  
Sinews, pizzles ..... 33.00@35.00  
Pig skin scraps and trim, per lb. 5 1/2@6c

#### Horns, Bones and Hoofs.

**Per Ton.**  
Horns, according to grade ..... \$85.00@160.00  
Mfg. shin bones ..... 70.00@125.00  
Cattle hoofs ..... 40.00@ 45.00  
Junk bones ..... 27.00@ 28.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

#### Animal Hair.

Buyers have covered their requirement as is usual at this time of the year. Prices are nominal.

**Coil and field dried** ..... 2 1/2@ 3 1/2c  
**Processed, grey, summer, per lb.** ..... 4 @ 4 1/2c  
**Processed, grey, winter, per lb.** ..... 5 1/2@ 5 1/2c  
**Cattle switches, each\*** ..... 3 1/2@ 4 1/2c

\* According to count.

#### EASTERN FERTILIZER MARKETS.

(Special Letter to The National Provisioner.)

New York, Feb. 19, 1930.—There have been few changes in prices of fertilizer materials but cracklings are a little lower in price, and considerable quantities have been sold during the past ten days.

Shipments of mixed fertilizer by eastern fertilizer manufacturers are somewhat behind last season, and therefore they are slow to take on additional quantities of raw material. This condition is expected to change about the middle of March, when the demand will begin to improve.

Stocks of blood around the East are not very heavy. Tankage has accumulated, but sellers are not inclined to reduce their quotations, because it would hardly stimulate buying, at least not for prompt shipment.

Next week the slightly higher prices on foreign potash salts will go into effect for Spring shipments from Europe.

#### GERMAN MEAT IMPORT EMBARGO.

A decree prohibiting the importation of dried meat into the state of Prussia, Germany, has been issued by the Prussian Ministry of Agriculture, effective January 2, 1930.

**THE KENTUCKY CHEMICAL MFG. CO., Inc.**  
COVINGTON, KY. Opposite Cincinnati, Ohio

**Buyers of Beef and Pork Cracklings**

**Both Soft and Hard Pressed**

## COTTON OIL SITUATION.

An analysis of the cottonseed oil situation for the months of August, September, October, November, December, 1929, and January, 1930, with comparisons, prepared by Aspegren & Co., follows:

## MOVEMENT OF COTTONSEED AT CRUDE OIL MILLS.

	Tons received.	
	1929-30.	1928-29.
On hd. begin. of season	41,606	21,972
August	230,538	175,643
September	920,318	865,691
October	1,487,577	1,536,063
November	763,046	1,011,656
December	566,192	663,172
January	321,230	414,705
Total	4,339,507	4,718,922

	Tons crushed.	
	1929-30.	1928-29.
August	122,035	74,116
September	488,680	421,362
October	896,904	910,576
November	785,271	864,453
December	618,821	698,637
January	665,551	747,740
Total	3,677,262	3,716,884

	On hand end of month.	
	1929-30.	1928-29.
Tons.	Tons.	Tons.
August	159,100	123,499
September	590,747	566,828
October	1,181,420	1,162,035
November	1,169,195	1,340,128
December	1,166,566	1,333,733
January	760,745	909,198

	1929-30.		1928-29.
	Tons.	Tons.	Actual.
Estimated seed receipts at crude mills season 1929-1930	5,221,650	5,084,631	
On hand beginning of season	41,606	21,972	
Total	5,263,256	5,106,603	

Of which is so far crushed ..... 3,577,262 3,716,884  
Destroyed at mills ..... 1,500 2,840  
Seed on hand ..... 760,745 699,198  
Seed still to be received 923,747 387,681  
760,745 tons seed on hand at 310 lbs. crude oil per ton is equivalent to 235,380,950 lbs. crude oil, which at 8 per cent refining loss equals 216,964,474 lbs. refined oil, or 542,411 barrels. 923,740 tons seed still to be received at 310 lbs. crude oil per ton is equivalent to 286,362,190 lbs. crude oil, which at 8 per cent refining loss, equals 263,453,215 lbs. refined oil, or 658,633 barrels.

## MOVEMENT OF CRUDE OIL AT CRUDE OIL MILLS.

	Pounds produced.	
	1929-30.	1928-29.
On hd. begin. of season	10,073,358	13,906,554
August	35,453,136	20,913,907
September	149,887,925	126,787,097
October	276,279,751	282,714,963
November	245,896,867	271,706,677
December	182,000,784	218,399,715
January	207,045,590	236,915,540
Total	1,116,536,919	1,171,404,453

	Shipments.	
	1929-30.	1928-29.
August	25,434,216	23,418,819
September	123,074,864	95,982,065
October	245,904,807	244,269,534
November	249,628,994	270,474,126
December	191,144,200	215,159,050
January	203,566,766	233,000,011
Total	1,038,753,936	1,082,333,595

## The Blanton Company

ST. LOUIS  
Refiners ofVEGETABLE OILS  
Manufacturers of  
SHORTENING  
MARGARINE

## THE NATIONAL PROVISIONER

## REFINED OIL—SUMMARY IN BARRELS OF 400 POUNDS.

	On hand end of month.	Produced.
	1929-30.	1928-29.
Aug	20,902,278	11,461,642
Sept	47,305,359	42,266,684
Oct	77,680,283	80,712,113
Nov	73,447,656	81,944,664
Dec	74,304,151	85,185,320
Jan	77,782,983	80,070,858

## DISTRIBUTION CRUDE OIL HOLDINGS.

	Dec. 31, 1929.	Jan. 31, 1930.
	Lbs.	Lbs.
At mills	74,304,151	77,782,983
At refineries	11,695,097	14,983,668
In transit to refineries and consumers	30,151,180	33,758,818
Total	116,150,428	126,525,469

loss, equal to 116,403,431 lbs. refined oil, or 291,000 barrels.

## ORUOSE PER TON.

During January, 665,551 tons seed produced 207,045,598 lbs. crude oil, equivalent to 311.1 lbs. per ton, or 15.6 per cent compared with 15.8 per cent last year.

Total, August, 1929, to January, 1930, 3,577,262

tons seed produced 1,105,563,561 lbs. crude oil,

equivalent to 309.0 lbs. per ton, or 15.5 per cent

compared with 15.6 per cent last year.

## REFINED OIL.

	Pounds produced.	
	1929-30.	1928-29.
On hd. begin. of season	388,619,933	335,993,223
August	24,375,559	21,011,582
September	82,855,658	61,636,885
October	206,696,596	201,482,531
November	215,206,138	229,312,531
December	187,049,874	215,776,314
January	172,069,260	203,358,368
Total	1,220,859,018	1,268,571,559

	Delivered Consumers.	
	1929-30.	1928-29.
August	128,073,565	122,519,827
September	142,757,799	136,533,799
October	148,919,953	138,025,104
November	124,126,608	129,790,408
December	91,557,695	108,955,994
January	129,198,420	126,409,091
Total	764,635,040	757,238,844

	On hand end of month.	
	1929-30.	1928-29.
Lbs.	Lbs.	Lbs.
August	234,021,927	234,484,979
September	175,022,786	159,588,444
October	232,694,429	223,045,922
November	326,842,959	322,567,918
December	422,335,138	434,388,238
January	465,226,978	511,337,515

## DISTRIBUTION REFINED OIL HOLDINGS.

	Dec. 31, 1929.	Jan. 31, 1930.
	Lbs.	Lbs.
At refineries	402,815,336	448,200,312
At other places	6,256,022	7,049,084
In trans. from refineries	13,260,780	9,877,582
Total	422,335,138	465,225,518

## AVERAGE REFINING LOSS.

During January, 189,060,304 lbs. crude oil yielded 172,080,260 lbs. refined oil, 8.98 per cent loss, compared with 7.84 per cent loss last year.

Total, 969,038,559 lbs. crude oil yielded 891,239,

085 lbs. refined oil, 8.08 per cent loss, compared with 7.73 per cent loss last year.

## SHIPMENTS OF REFINED OIL.

	Export pounds.	
	1929-30.	1928-29.
August	613,930	894,022
September	436,629	805,930
October	461,670	919,508
November	490,573	865,488
December	486,571	560,086
January	Not available	752,500
Total	Not available	4,797,334

## SHIPMENTS OF DOMESTIC OIL.

	Domestic pounds.	
	1929-30.	1928-29.
August	127,459,635	121,625,805
September	142,821,170	135,727,490
October	148,458,882	137,105,796
November	123,630,035	128,024,508
December	91,071,124	103,385,908
January	129,198,420	126,409,091
Total	128,073,565	122,519,827

## Total pounds.

	1929-30.	1928-29.
August	142,757,799	136,533,799
September	148,919,953	138,025,104
October	124,126,608	129,790,408
November	91,557,695	108,955,994
December	129,198,420	126,409,091
Total	764,635,040	757,238,844

	Produced.	Consumed.
	1929-30.	1928-29.
Old crop stock	846,550	839,983
August	69,939	52,529
September	34,000	34,000
October	207,148	154,092
November	516,492	503,706
December	457,673	573,282
January	430,223	508,396
Total	3,074,647	3,171,429

	On hand.	Consumed.
	1929-30.	1928-29.
August	320,184	306,300
September	356,894	341,333
October	340,000	345,000
November	310,314	324,476
December	228,894	239,890
January	322,996	316,023
Total	1,911,582	1,893,085

	On hand.	Consumed.
	1929-30.	1928-29.

OF

29.

39,983

32,529

14,022

38,706

1,282

39,441

38,396

1,429

29.

6,300

11,333

15,063

4,476

9,890

6,023

3,085

29.

6,212

8,971<sup>1</sup>

7,914

6,420

5,671

8,344

29.

8,344

8,515

4,850

5,977

7,605

4,003

6,602

5,514

4,115

3,315

0.

resi-

vity

of

trad-

asis

re-

red

mer

in

ari-

ow-

time

yel-

ing

Ex-

ard

re-

and

of

was

TS.

for

31,

are

au:

8.

433

1,834

724

110

ted

per,

due

led

The

lip-

# Vegetable Oil Markets

## WEEKLY REVIEW

**Trade Fair—Market Irregular—Sentiment Mixed—Crude Firm—Cash Trade Moderate—Government Report Bullish—Lard Reactionary.**

A fairly good volume of trade featured cotton oil on the New York Produce Exchange the past week. The undertone was very steady, and price movement was irregular over a modest range. The market, after scoring a rally of 56 to 67 points from the season's low, reacted 7 to 16 points from the high. The best levels of the move were established following a larger than expected January consumption report, and a further strengthening of the statistical position of both cotton oil and lard.

Buying power was rather general for a time and shorts covered freely, but the latter weakened the technical position of the market. With heaviness in the outside market, particularly cotton and grains, and a reactionary tendency in lard, scattered profit taking developed in oil making for the setback. At no time was there any material pressure on the market.

Commission houses with southern connections were on both sides, but around the ring there was a somewhat stronger feeling, the change in sentiment being due largely to a growing belief that the seed receipts the balance of the season will prove comparatively light and make for steadily growing strength from a statistical standpoint. The leading houses are of the opinion that the production of oil this season will prove lighter than last. Consumption has kept up remarkably well, during the recent stock market slump.

### Consumption at High Point.

The distribution during January of 323,000 bbls. exceeded all estimates, and compared with 316,000 bbls. last year. Consumption the first half of the season totaled 1,911,000 bbls., compared with 1,893,000 bbls. a year ago. The visible stocks at the beginning of this month were 1,996,000 bbls., compared with 2,332,000 bbls. the same time last year, a decrease of 336,000 bbls.

Under such condition it was not surprising to have the trade place a bull-

ish construction on the Government report. In fact, some were predicting that seed receipts for the season would run 100,000 to 200,000 tons under the expectations. The quality of the seed to come was also commented on, and although the weather in the South the past week has been more favorable, the impression prevails that considerable seed had been carted back to the farms and utilized as feed or fertilizer.

Cash trade was reported moderate and there was some improvement in demand, following the Government report. This brought about the lifting

of some hedges from the future market and served to offset moderate hedge pressure from refiners against crude purchases. The indications were that some of the buying at New York during the week was for mill account, but it was noticeable that the outside demand was not aggressive.

The ring element were keeping close to shore owing to the setback in lard from the high point. The tendency heretofore had been to sell oil on the rallies, whereas now the locals were more inclined to buy on the break. This made the market more or less stubborn to selling on the declines.

### Lard Stocks Increase.

Lard stocks at Chicago the first half of February increased 6,022,500 lbs. and totaled 37,124,345 lbs., against 95,242,643 lbs. the same time a year ago. The advances in lard, nevertheless, slowed up buying power and attracted profit taking when the hog run showed a slight tendency to increase over a year ago.

The position of edible fats, from a supply standpoint, is somewhat stronger than it has been for many months past, and unless there is an unduly large increase in hog marketings the next few months, a majority in the trade are anticipating better levels for edible fats.

A moderate amount of crude oil came out in the Southeast and Valley at 7 1/2c, but mill ideas were firm and that figure was persistently bid, with sellers asking 7 1/2c. In Texas, the crude markets were quoted at 7% @ 7 1/2c. The developments the next few weeks will depend somewhat on the mill attitude, but at this time there is little or nothing in the situation to cause uneasiness on the part of the mills, although the outside conditions are being watched very closely.

Reports from the South indicate a little more progress the past week in new crop preparation, but farm work over the belt is behind normal. The attitude of planters regarding the new crop acreage is anxiously awaited.

**COTTONSEED OIL—Market transactions at New York:**

### SOUTHERN MARKETS

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Feb. 20, 1930.—Cotton oil has followed in a less pronounced way cotton, wheat and lard, declining a few points daily without causing mills to offer crude freely. Prime bleachable steady at 8 1/2c loose. New Orleans. Crude easier at 7 1/2c; Valley, 7 1/4c. In Texas and Oklahoma some Middle West buyers are still bidding for April and May. Crude, 7 1/2c f. o. b. Valley, with mills disinclined to sell beyond prompt shipment. Expect dragging market next month or longer, unless the big buyers begin to replenish stocks aggressively. This looks improbable at the moment. March liquidation New Orleans contracts is proceeding daily with transfers to May at twenty points; to July at forty points.

#### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Feb. 20, 1930.—Crude cottonseed oil, 7% @ 7 1/2c; 41 per cent protein meal, \$32.50; loose cottonseed hulls, \$7.00, Memphis. Weather clear and pleasant.

#### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Feb. 20, 1930.—Prime cotton seed, nominal; prime crude oil, 7 1/2c; 43 per cent cake and meal, \$39.00; hulls, \$12.00; mill run linters, 2 1/2% @ 3 1/2c.

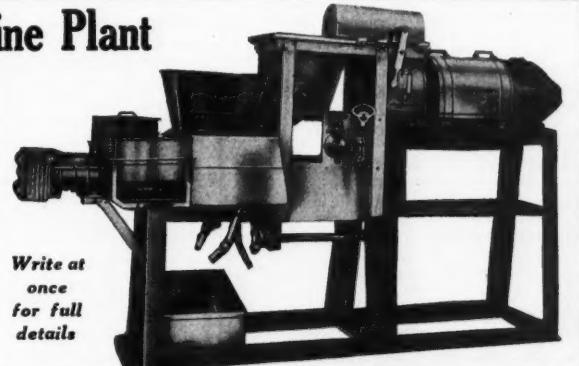
## Saves Labor in the Margarine Plant

HERE is the very machine you have been waiting for. It establishes a new era in this line of production—the DOERING CONTINUOUS WORKER.

You can increase your profits because the DOERING CONTINUOUS WORKER for the margarine plant requires less labor, is more sanitary, and is vastly more economical than the old system.

Some of the nation's prominent packers have found this out, and are steady users of the DOERING CONTINUOUS WORKER.

**C. Doering & Son** 1375-9 W. Lake St.  
Chicago  
Ask about our New Tierre Emptying Machine



Friday, February 14, 1930.

	—Range—		—Closing—		
	Sales.	High.	Low.	Bid.	Asked.
Spot		875	a	895	
Feb.		865	a	895	
Mar.	600	891	891	893	a
Apr.		905	a	925	
May	1300	928	921	926	a
June		930	a	945	
July	3100	948	941	948	a
Aug.		955	a	965	
Sept.	4400	965	958	965	a

Total sales, including switches, 9,400  
bbls. P. Crude S. E. 7½c bid.

Saturday February 15, 1930.

Spot	890	a	....		
Feb.	860	a	900		
Mar.	1700	900	895	895	a
Apr.		900	a	925	
May	800	930	929	928	a
June		930	a	942	
July	2500	952	950	950	a
Aug.		957	a	965	
Sept.	1400	965	965	965	a

Total sales, including switches, 6,400  
bbls. P. Crude S. E. 7½c bid.

Monday, February 17, 1930.

Spot	850	a	....		
Feb.	850	a	....		
Mar.	1200	890	883	885	a
Apr.		890	a	910	
May	400	923	918	918	a
June		920	a	935	
July	1100	947	940	940	a
Aug.		948	a	952	
Sept.	400	962	961	956	a

Total sales, including switches, 3,100  
bbls. P. Crude S. E. 7½c bid.

Tuesday, February 18, 1930.

Spot	850	a	....		
Feb.	850	a	....		
Mar.	2300	880	878	884	a
Apr.		885	a	910	
May	2300	920	909	918	a
June		920	a	935	
July	4400	941	931	941	a
Aug.	700	952	949	952	a
Sept.	1500	958	950	958	a

Total sales, including switches, 11,300  
bbls. P. Crude S. E. 7½c sales and bid.

The Procter &amp; Gamble Co.

refiners of all grades of

COTTONSEED  
▼ OIL ▼

PURITAN—Winter Pressed Salad Oil

BOREAS—Prime Winter Yellow

VENUS—Prime Summer White

STERLING—Prime Summer Yellow

WHITE CLOVER—Cooking Oil

MARIGOLD—Cooking Oil

JERSEY—Butter Oil

HARDENED COTTONSEED OIL—for Shortenings and Margarines  
(58°-60° tire)

COCONUT OIL

MOONSTAR—Cocoanut Oil

P &amp; G SPECIAL—(hardened) Cocoanut Oil

General Offices, Cincinnati, Ohio

Cable Address: "Procter"

Wednesday, February 19, 1930.

Spot	840	a	....		
Feb.	840	a	....		
Mar.	800	874	873	873	a
Apr.		880	a	900	
May	2800	918	907	908	a
June		910	a	920	
July	2800	938	928	929	a
Aug.		938	a	943	
Sept.	1700	955	943	944	a

Total sales, including switches, 8,100  
bbls. P. Crude S. E. 7½c bid.

Thursday, February 20, 1930.

Spot	840	a	....		
Feb.	840	a	....		
Mar.	850	862	862	862	a
Apr.		880	a	895	
May	905	903	903	903	a
June		905	a	915	
July	927	924	926	926	a
Aug.		933	a	938	
Sept.	941	940	941	941	a

See page 43 for later markets.

**COCOANUT OIL**—Demand was slow throughout the week, and the market heavy in tone. The belief was current that quoted prices could be shaded on firm bids. Weakness in tallow and other competing quarters was a factor. At New York, tanks were quoted at 7c. At the Pacific Coast, tanks were quoted at 6½c.

**CORN OIL**—A quiet demand and a barely steady tone featured the market, although pressure from producers was light. At New York, prices were quoted at 7½c@8c f.o.b. mills.

**SOYA BEAN OIL**—There was little or no interest in this market throughout the week, with nominal conditions prevailing at New York. At the Pacific Coast tanks were quoted nominally at 9c.

**PALM OIL**—Consuming demand generally was quiet, and the undertone was barely steady. Offerings were on a fair scale, and the market was influenced somewhat by weakness in competitive quarters, particularly tallow. At New York, spot Nigre casks were quoted at 7c; shipment casks, 6.65c; spot Lagos casks, 7½c; shipment casks, 7.15@7.30c.

**PALM KERNEL OIL**—The market lacked improvement from consumers and was barely steady as a result. Tanks at New York were quoted at 7½c; shipment oil, 6¾c.

**OLIVE OIL FOOTS**—Demand was on a limited scale, but selling pressure was light and prices were fairly steady. At New York, nearby foots were quoted at 7½c@7½c; shipment foots, 6¾c@7¼c according to position.

**RUBBERSEED OIL**—Market purely nominal at 9c for shipment.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Market nominal.

**COTTONSEED OIL**—Demand for store oil was quiet, but the market was steady, although store stocks at New York totaled 8,021 bbls. on February 15. Prices were nominally ¾c over March. Southeast and Valley crude 7½c sales and bid; Texas, 7¾c bid.

**MEMPHIS PRODUCTS MARKETS.**  
(Special Report to The National Provisioner.)

Memphis, Tenn., Feb. 19, 1930.—Cotton seed continues to hold very firm at Memphis and there is still apparent an

almost total lack of selling in futures. Movement to cash handlers is in better volume, but this tonnage is uniformly being bought against previous commitments, and contemplating deliveries into the futures.

Today's deliveries totaled only 100 tons, making the total for the month so far 450 tons, with the open interest in February largely liquidated.

The March position, however, is understood to show a good interest with mills on both sides of the market. Cash handlers are mostly short, either against stuff under contract in the country, or against day-to-day purchases for accumulation at Memphis.

Cottonseed meal opened steady at just a little below Tuesday's close, and the market was only fairly active until the break in grains brought sellers to the front. Active positions through May traded down very close to a \$32.00 level, while the July after trading at \$32.80 early in the session, developed some buying interest near the close at \$32.50. A good part of today's trading was again represented by switches from March to July, at 50c premium on the latter.

Traders at the close expressed the idea that while meal at present levels is cheap, any material upturn from present range of from \$32.00 to \$32.50 would have to originate with trade buying, at least until such time as outside markets show some ability to advance.

#### SHORTHENING AND OIL PRICES.

Prices of shortening and salad and cooking oils on Thursday, Feb. 20, 1930, based on sales made by member companies of the Shortening and Oil Division of the National Cottonseed Products Association, were as follows:

	Shortening.	Per lb.
North and Northeast:		
Carlots, 26,000 lbs.		@10%
3,500 lbs. and up.		@11%
Less than 3,500 lbs.		@11½%
Southeast:		
3,500 lbs.		@10½%
Less than 35,000 lbs.		@11%
Southwest:		
Carlots, 26,000 lbs.		@10½%
10,000 lbs. and up.		@10%
Less than 10,000 lbs.		@11½%
Pacific Coast:		@11½%
	Salad Oil.	
North and Northeast:		
Carlots, 26,000 lbs.		@10%
5 p. bbls. and up.		@11%
1 to 4 bbls.		@11½%
South:		
Carlots, 26,000 lbs.		@10%
Less than carlots		@10%
Pacific Coast:		@10%
	Cooking Oil—White.	
1/4c per lb. less than salad oil.		
	Cooking Oil—Yellow.	
1/4c per lb. less than salad oil.		

**The Edward Flash Co.**

17 State Street  
NEW YORK CITY

**Brokers Exclusively**

**ALL VEGETABLE OILS**

In Barrels or Tanks

**COTTON OIL FUTURES**

On the New York Produce Exchange



## CASINGS IMPORTS AND EXPORTS.

Imports and exports of casings into and from the United States during December, 1929, are given by the U. S. Department of Commerce as follows:

IMPORTS.		Sheep, Lamb & Goat,		Others.*	
	Lbs.	Value.	Lbs.	Value.	
France	312	\$401			
Germany	6,877	6,655	94,371	28,383	
Greece	2,985	5,095			
Netherlands			3,864	2,104	
Poland & Danzig			198	54	
Soviet Russia	42,049	181,045	73,847	18,898	
United Kingdom	7,601	15,233	8,175	1,509	
Canada	44,143	35,491	121,714	24,224	
Mexico	6,845	6,820	5,964	1,480	
Cuba			13,477	1,393	
Argentina	45,881	70,665	317,586	90,241	
Brazil			26,172	5,005	
Chile	8,662	7,560	38,178	9,612	
Paraguay	1,500	1,002	31,804	7,340	
Uruguay			17,303	10,250	
British India	2,356	3,137			
China	40,743	80,411	76,264	31,015	
Iraq	900	1,872			
Kwantung	2,255	4,222			
Persia	4,746	13,459			
Syria			1,781	15,302	
Turkey	15,534	29,57			
Australia	145,494	105,284	22,846	7,174	
New Zealand	42,050	42,635	18,512	2,767	
Un. of S. Africa	3,150	2,049			
Algeria & Tunisia	803	1,311			
Morocco	12,500	17,797			
Total	442,336	\$645,973	870,475	\$241,459	

\*Includes hogs casings from China, Russia, etc.

EXPORTS.		Hog Casings.		Beef Casings.	
	Lbs.	Value.	Lbs.	Value.	
Belgium	60,394	\$ 17,041	51,974	\$ 10,245	
Denmark			6,000	625	
Germany	439,172	38,366	971,961	139,019	
Italy	6,610	1,200	1,268	248	
Netherlands	40,104	2,892	110,081	11,785	
Norway			61,275	8,046	
Poland & Danzig	50	15	6,243	527	
Spain	50,647	12,569	102,566	9,487	
Sweden	2,406	930	26,417	3,284	
United King.	304,719	127,613	35,368	6,398	
Canada	372	127	600	105	
Honduras	110	46	26	10	
Panama	80	100			
Bermudas	828	630			
Other British W. Indies	20	4			
Colombia	1,023	1,066	1,200	165	
Colombia	607	182			
Australia	71,985	45,052			
New Zealand	80,618	24,410			
Union of So. Africa	6,160	1,186			
Total	1,074,905	273,462	1,374,979	180,944	

Shipments from the United States to Hawaii: Miscellaneous casings, 335 lbs., \$293 value.

Exports of other casings: Germany, 25,175 lbs., \$3,658 value; Netherlands, 18,732 lbs., \$2,400 value; Norway, 30,360 lbs., \$2,398 value; Sweden, 31,050 lbs., \$1,862 value; United Kingdom, 13,135 lbs., \$4,418 value; Canada, 53,335 lbs., \$8,958 value; Panama, 264 lbs., \$264 value; Mexico, 627 lbs., \$139 value; Jamaica, 28 lbs., \$10 value; Cuba, 820 lbs., \$1,513 value. Total, 173,176 lbs., \$25,567 value.

## SOVIET MEAT EXPORT TRADE.

The Soviet Government will place in operation this winter at Kiev and Nikolaevo factories for the preparation of meat products for the export trade, according to an official Polish government report. At present there are plants at Vinnica and one at Odessa.

An existing insufficiency of meat supplies in Kiev for local consumption will undoubtedly be accentuated through diversion of supplies to the new enterprise.

## HIGHER CATTLE DUTY.

The proposed tariff on live cattle imported into the United States was raised during the recent Senate consideration of the agricultural schedule of the tariff bill. The rate on cattle weighing under 700 lbs. was raised from 2 to 2½ cents per pound, and that on those weighing 700 lbs. and upward from 2½ to 3 cents a pound.

## CHICAGO MID-MONTH STOCKS.

Stocks of provisions in Chicago at the close of business on February 14, 1930:

	Feb. 14, 1930	Jan. 31, 1930	Feb. 14, 1929
Mess pork, new, made since Oct. 1, '29, bris.	354	287	545
Mess pork, made Oct. 1, '28 to Oct. 1, '29	53	103	.....
P. S. lard, made since Oct. 1, '29	27,213,411	21,084,310	71,130,954
P. S. lard, made Oct. 1, '28	2,732,500	4,267,000	4,021,700
Other kinds of lard	7,178,403	5,750,535	7,813,012
Short rib sides, made since Oct. 1, '29	1,239,463	.....	.....
D. S. clear bellies, made since Oct. 1, '29	17,530,497	16,744,790	27,393,516
D. S. clear bellies, made previous to Oct. 1, '29	406,062	736,591	3,041,240
D. S. rib bellies, made since Oct. 1, '29	578,087	470,358	3,028,687
D. S. rib bellies, made previous to Oct. 1, '29	1,000	1,000	.....
Extra short clear sides, made since Oct. 1, '29	108,047	113,454	247,857
Extra short clear sides, made previous to Oct. 1, '29, lbs.	7,372	.....	.....

## LIVESTOCK AT 64 MARKETS.

Receipts and disposition of livestock at 64 leading markets during January, 1930, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

CATTLE.			
	Receipts.	Local slaughter.	Total shipments.
Total	1,154,600	645,764	486,277
January average, 5 years, 1925-1929	1,284,502	751,080	498,841
CALVES.			
Total	484,437	349,270	136,562
January average, 5 years, 1925-1929	504,543	361,914	153,566
HOGS.			
Total	4,720,353	2,904,613	1,707,200
January average, 5 years, 1925-1929	5,005,482	3,192,276	1,790,394
SHEEP AND LAMBS.			
Total	1,903,185	1,110,921	786,068
January average, 5 years, 1925-1929	1,666,907	919,430	748,543

## U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at nine centers during the week ended Friday, Feb. 14, 1930:

Week ended Feb. 14.	Prev. week.	Cor. week, 1929.
Chicago	159,096	175,912
Kansas City, Kan.	51,473	59,348
Omaha	60,448	81,452
St. Louis	57,009	68,891
Shreveport	40,976	56,390
St. Paul	10,910	72,850
St. Joseph Mo.	18,090	21,734
Indianapolis	31,781	37,587
New York and J. C.	37,700	38,002

\*Includes East St. Louis, Ill.

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended February 15, 1930, were 4,427,000 lbs.; previous week, 4,660,000 lbs.; same week last year, 4,059,000 lbs.; from January 1 to February 15 this year, 27,076,000 lbs.; same period a year ago, 26,067,000 lbs.

Shipments of hides from Chicago for the week ended February 15, 1930, were 4,977,000 lbs.; previous week, 3,899,000 lbs.; same week last year, 4,483,000 lbs.; from January 1 to February 15 this year, 30,374,000 lbs.; same period a year ago, 30,796,000 lbs.

## PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended Feb. 15, 1930:

Week ended Feb. 15.	Prev. week.	Cor. week, 1928.
Western dressed meats:	Feb. 15.	
Steers, carcasses	2,022	2,084
Cows, carcasses	936	1,125
Bulls, carcasses	289	249
Veal, carcasses	292	1,624
Lambs, carcasses	12,774	11,479
Mutton, carcasses	2,266	1,880
Pork, hams	450,168	572,452
Local slaughters:		
Cattle	1,434	1,198
Calves	1,861	1,944
Hogs	16,084	16,062
Sheep	4,050	4,153

## WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports for week ended Feb. 15, 1930:

Week ended	New York.	Boston.	Phila.
Feb. 15, 1930	32,347	5,390	41,674
Feb. 8, 1930	26,205	3,748	472
Feb. 1, 1930	53,979	17,272	2,014
Feb. 16, 1929	15,998	.....	.....
Feb. 9, 1929	57,101	20,445	.....
To date, 1930	199,152	38,362	48,791
To date, 1929	176,107	56,616	.....

## Hide and Skin Markets

### Chicago.

**PACKER HIDES**—The packer hide market eased off a further  $\frac{1}{4}$ c this week on native and branded steers, on a very light trade. Sales of about 25,000 hides were reported in this market, and an outside packer who sells on big packer grading moved another 6,000, including a few light native cows and branded cows, at  $\frac{1}{4}$ c under last prices paid at Chicago but not recognized by Chicago packers as establishing the market on those descriptions. Bids on this basis have since been declined repeatedly and packers are a shade firmer in their views as the week ends, with one packer talking as much as a cent over the bid prices; however, buyers have not shown any disposition so far to advance their bids. The uncertainty of the tariff situation has been the most disturbing factor in the market for the past several weeks. Prices appear low at the present levels, in spite of the fact that quality at this season is the poorest of the year.

Spready native steers around 16c, nom. Couple packers sold 11,400 heavy native steers, December-January dating, early at 14c, and 12,000 running over half February take-off sold later at 14c; an outside packer sold 2,000 same basis. One packer sold a car December to February extreme native steers at 13c.

One lot of 4,000 January-February butt brands sold at 14c, and 5,000 January-February Colorados at 13 $\frac{1}{2}$ c, both  $\frac{1}{2}$ c under last week. Heavy Texas steers nominally 14c, with last trading at 14 $\frac{1}{2}$ c. One car January-February light Texas steers sold at 13c, or  $\frac{1}{2}$ c down. Extreme light Texas steers 12c, nom.

Heavy native cows last sold at 12c. Last trading on light native cows was 12 $\frac{1}{2}$ c, and bids of 12c declined; however, an outside packer sold one car at 12c. Branded cows nominally 12c, with 11 $\frac{1}{2}$ c bid and declined; an outside packer moved one car at 11 $\frac{1}{2}$ c.

Native bulls nominally 9@9 $\frac{1}{2}$ c; branded 8@8 $\frac{1}{2}$ c, nom.

The South American market was fairly active, about 40,000 hides being reported sold. Prices declined about  $\frac{1}{2}$ c, with last trading in Uruguay steers at \$40.00, equal to 16 11/16c, c.i.f. New York, as against \$41.50 paid last week. Argentine steers last sold at \$39.00, equal to 16 $\frac{1}{2}$ c, c.i.f. New York, as against \$40.50 paid last week.

**SMALL PACKER HIDES**—Local small packer productions were cleaned up to end of February, when one killer moved about 5,000 February hides at 11 $\frac{1}{2}$ c for native all-weight steers and cows and 11c for branded; 5,000 January hides also moved. This was  $\frac{1}{2}$ c under previous price for natives. Some small packer bulls were reported at 9c for native bulls and 8c for branded. Small packer regular slunks sold at \$1.05.

Later—Local small packer sold 4,000

February hides from two outside plants at 12c for natives and 11c for branded.

**HIDE TRIMMINGS**—Last sales of hide trimmings were at \$35.00 per ton, Chicago basis, small packer production.

**COUNTRY HIDES**—Trading slow and market easier on the light end. All-weights moving at 10c, selected, delivered, for 46- to 48-lb. av. Heavy steers and cows dull and 9 $\frac{1}{2}$ @10c, nom. Buff weights nominally 10c. Sales of extremes reported at 12c. Bulls about 6 $\frac{1}{2}$ c, nom. All-weight branded around 8 $\frac{1}{2}$ c flat, less Chicago freight.

**CALFSKINS**—Packer calf quiet and nominally around 19@19 $\frac{1}{2}$ c, with last reported sales of January skins at the top figure.

Chicago city calf nominally 17c for straight 8/15 lb. weights; quiet sales on split weight basis reported at 17 $\frac{1}{2}$ c for 8/10 lb. and 16 $\frac{1}{2}$ c for 10/15 lb. Mixed cities and countries 15@15 $\frac{1}{2}$ c; straight countries around 14c. Chicago city light calf and deacons \$1.30@1.35 nom.

**KIPS SKINS**—Last sale of big packer January native kips, last week, was at 18c, northern basis; previous trading had been at 18 $\frac{1}{2}$ c for natives, 16 $\frac{1}{2}$ c for over-weights and 14c for branded.

Chicago city kips sold last week at 16c. Mixed cities and countries quoted around 14@14 $\frac{1}{2}$ c; straight countries about 13c.

Packer regular slunks last sold at \$1.25; hairless at 27 $\frac{1}{2}$ c, with small skins at half price.

**HORSEHIDES**—Market slow, with city renderers sold at \$4.25 without tails, and \$4.50 asked with tails; mixed city and country lots range \$3.75@4.00.

**SHEEPSKINS**—Dry pelts quoted around 14c per lb. One big packer sold a car shearlings, running half No. 1's and half No. 2's at \$1.02 $\frac{1}{2}$ , figuring about \$1.20 for No. 1's and 85c for No. 2's; another packer moved a small car same basis. Stocks of pickled skins in better shape, with Chicago market quoted \$5.50@5.75 for straight run. Wool pelts about steady; car of Colorados sold at \$1.40, and 12,000 January-February mixed pelts, including small packers, sold at \$1.37 $\frac{1}{2}$ . Country pelts quoted 60@75c.

**PIGSKINS**—No. 1 pigskin strips quoted 7c, Chicago basis. Frozen gelatine scraps quoted around 5 $\frac{1}{4}$ c, green salted about 4 $\frac{1}{2}$ c.

### New York.

**PACKER HIDES**—Market quiet but about steady in a nominal way. Couple lots of January hides still reported unsold; nothing done on February hides as yet. Market quoted nominally on parity with Chicago prices, pending actual trading.

**COUNTRY HIDES**—Trading continues very slow. Buff weights not quoted over 10c in a nominal way, and good 25/45 lb. extremes available at 12c.

**CALFSKINS**—Market rather quiet. One car 5-7's reported at \$1.65 and, on this basis, the 7-9's are quoted nominally around \$2.15, and 9-12's about \$2.55.

### New York Hide Exchange Futures.

Saturday, Feb. 15, 1930—Close: Feb. 13.75n; Mar. 13.85n; Apr. 14.00n; May 14.15@14.30; June 14.30n; July 14.60n; Aug. 14.90n; Sept. 15.15@15.20; Oct. 15.30n; Nov. 15.45n; Dec. 15.55@15.65; Jan. 15.70n. Sales 11 lots.

Monday, Feb. 17, 1930—Close: Feb. 13.80n; Mar. 13.90n; Apr. 14.05n; May 14.20 sale; June 14.45n; July 14.70n; Aug. 14.90n; Sept. 15.10@15.20; Oct. 15.20n; Nov. 15.30n; Dec. 15.45@15.60; Jan. 15.60n. Sales 32 lots.

Tuesday, Feb. 18, 1930—Close: Feb. 13.80n; Mar. 13.90n; Apr. 14.00n; May 14.08n; June 14.40n; July 14.60n; Aug. 14.80n; Sept. 15.07@15.10; Oct. 15.10n; Nov. 15.20n; Dec. 15.45@15.60; Jan. 15.60n. Sales 12 lots.

Wednesday, Feb. 19, 1930—Close: Mar. 13.90n; Apr. 14.00n; May 14.00b; June 14.40n; July 14.60n; Aug. 14.80n; Sept. 15.05@15.15; Oct. 15.10n; Nov. 15.20n; Dec. 15.45@15.60; Jan. 15.60n. Sales 34 lots.

Thursday, Feb. 20, 1930—Close: Mar. 13.95n; Apr. 14.05n; May 14.15; June 14.40n; July 14.65n; Aug. 14.90n; Sept. 15.15@15.18; Oct. 15.25n; Nov. 15.35n; Dec. 15.55@15.70; Jan. 15.70n. Sales 8 lots.

Friday, Feb. 21, 1930—Close: Mar. 13.80; April 13.90; May 14.00b; June 14.30; July 14.55; Aug. 14.80; Sept. 15.10; Oct. 15.15; Nov. 15.25; Dec. 15.50b; Jan. 15.60.

### CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended February 21, 1930, with comparisons, are reported as follows:

PACKER HIDES.		Week ended Feb. 21.	Prev. week.	Cor. week, 1929.
Spr. nat. stra.	@10n		@10n	@17
Hvy. nat. stra.	@14		@14 $\frac{1}{2}$ n	14 $\frac{1}{2}$ @15
Hvy. Tex. stra.	@14n	14	@14 $\frac{1}{2}$ n	@14
Hvy. butt brnd'd stra.	@14	14	@14 $\frac{1}{2}$ n	@14
Hvy. Calf. stra.	@13 $\frac{1}{2}$ n	13 $\frac{1}{2}$ n@14		@13 $\frac{1}{2}$ n
Light-weight Tex. stra.	@12n		@12n	@13
Brnd'd. cows 11 $\frac{1}{2}$ n@12			@12n	@13
Hvy. nat. cows	@12		@12	13 $\frac{1}{2}$ @14
Lit. nat. cows 12	@12 $\frac{1}{2}$ n		@12 $\frac{1}{2}$ n	13 $\frac{1}{2}$ @14
Nat. bulls... 9	@ 9 $\frac{1}{2}$ n	9	@ 9 $\frac{1}{2}$ n@ 9 $\frac{1}{2}$ n	10@11
Brnd'd. bulls... 8	@ 8 $\frac{1}{2}$ n	8 $\frac{1}{2}$ n@ 9 $\frac{1}{2}$ n	@ 9 $\frac{1}{2}$ n@ 9 $\frac{1}{2}$ n	9 $\frac{1}{2}$ @9 $\frac{1}{2}$
Calfskins... 10	@19 $\frac{1}{2}$ n		@19 $\frac{1}{2}$ n	21@22 $\frac{1}{2}$
Kips, nat...	@18		@18	18 $\frac{1}{2}$ @19 $\frac{1}{2}$
Kips, ov-wt. 16	@16 $\frac{1}{2}$ n	16	@16 $\frac{1}{2}$ n	@16 $\frac{1}{2}$ n
Kips, brnd'd.	@14n		@14n	@14 $\frac{1}{2}$ n
Slunks, reg...	@1.25		@1.25	@1.35 $\frac{1}{2}$ n
Slunks, hrs...	@27 $\frac{1}{2}$ n		@27 $\frac{1}{2}$ n	40@55
Light native, butt branded and Colorado steers 1c per lb. less than heavies.				

CITY AND SMALL PACKERS.		
Nat. all-wts...	@12	@12
Brnd'd...	@11	@11
Nat. bulls...	@ 9	@ 9
Brnd'd. bulls...	@ 8	@ 8n
Calfskins...	@17n	@17n
Kips...	@16	@16
Slunks, reg...	@1.05	1.00@1.05
Slunks, hrs...	@25n	20@25n

COUNTRY HIDES.		
Hvy. steers...	9 $\frac{1}{2}$ @10n	9 $\frac{1}{2}$ @10
Hvy. cows...	9 $\frac{1}{2}$ @10n	9 $\frac{1}{2}$ @10
Buffs...	@10	10@10 $\frac{1}{2}$
Extremes...	@12	12@12 $\frac{1}{2}$
Bulls...	@ 6 $\frac{1}{2}$ n	@ 7n
Calfskins...	@14n	@14n
Kips...	@13n	14@14 $\frac{1}{2}$ n
Light calfs...	1.00@1.10	1.00@1.10
Horses...	1.00@1.10	1.00@1.10
Deacons...	5@10n	5@10n
Slunks, hrs...	60@75	60@75
Horseshides...	3.75@4.50	3.75@4.50
Hogskins...	50@55	50@55

SHEEPSKINS.		
Pkr. lambs...	1.25@1.50	1.25@1.50
pkr. pkr.		2.00@2.30
lambs...	1.10@1.37 $\frac{1}{2}$	1.10@1.37 $\frac{1}{2}$
pkr. shearlg.	85@1.20	85@1.20
dry pelts...	@14	13@14

# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Feb. 20, 1930.

**CATTLE**—Compared with a week ago: Fed steers and better grade light and long yearlings, mostly steady; shipper demand relatively broad for all grades; extreme top, \$15.10; sprinkling all representative weights, \$14.50@15.00; little above \$14.25, bulk selling at \$13.75 downward to \$11.50. Common and choice grade steers sold to better advantage than inbetween grades, although common and medium heavy steers dragged. Killing quality was less desirable than a week ago, this tending to make beef costs higher. She stock unevenly 50c@\$1.00 lower, strictly good and choice beef cows and comparable grade butcher heifers showing most downturn. Cutter cows, 25@40c lower; bulls, mostly 25c lower; vealers, largely \$1.00 off. She stock supply was fairly liberal; practical top choice kosher cows, \$10.00 at close, most offerings selling \$8.50 downward to \$6.75, with cutters at \$4.75@5.75; light vealers closed at \$10.00@12.00, mostly \$10.50@11.50; choice 150- to 175-lb. kinds at \$14.00.

**HOGS**—A new high level for the year was established on Monday when the top reached \$11.50. Consistently declining prices featured market for remainder of week. In comparison with last Thursday, today's quotations are 25@40c lower, with weighty butchers as much as 50c off. Today's top, \$11.15; bulk 160- to 220-lbs., \$10.75@11.10; 230- to 260-lbs., \$10.45@10.75; 270- to 300-lbs., \$10.20@10.50; 300- to 335-lbs., \$10.00@10.25; good to choice 130- to 150-lbs., \$10.25@11.00; pigs, \$9.00@10.50; packing sows, \$9.00@9.50.

**SHEEP**—Lighter receipts was the main supporting factor in fat lamb market. The dressed lamb trade was

draggy. Compared with one week ago: Best fat lambs, 25c higher, unfinished kinds occasionally advancing 50c or more; fat ewes, around 25c higher; bulk fat lambs, 98 lbs. down, \$11.00@11.50, few \$11.60@11.90; top, \$12.00; 95 to 100 lbs., \$10.25@10.75; yearlings, \$8.75@9.00; fat ewes, \$5.00@5.75. Fed kinds topped freely at \$6.00.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Feb. 20, 1930.

**CATTLE**—Increased receipts locally and at most of the other principal markets were largely responsible for a 25@50c decline in most classes of fed steers and yearlings selling above \$11.00. Plainest grades met a fairly broad demand and held at steady levels. Choice mixed steers and heifers sold up to \$14.50 for the week's top, and best weighty steers went at \$13.90. Bulk of the fed arrivals cleared from \$11.00@13.00, although several loads of good to choice medium weights and heavies were noted at \$13.25@13.50. Choice light weight yearlings and fed heifers closed about steady, but other classes of she stock were reduced 25@50c. Bulls are mostly 50c off, and vealers, steady, choice lots, \$13.00@14.00, close.

**HOGS**—Trade was very uneven. Prices were slightly higher at the opening of the week, but since that time they have been very erratic. Final values are unevenly lower. Offerings scaling 240 lbs. and down are 15@25c lower, while weightier butchers are 25@35c under a week ago. The week's top reached \$11.15, but at the close a similar kind had to sell at \$10.75. Packing grades are fully steady.

**SHEEP**—Some stability was noticeable in the fat lamb trade, and prices held about steady throughout the week. Choice fed lambs reached \$11.25 on the

mid-week session, but the bulk of the arrivals, scaling from 90 lbs. down, cashed from \$10.25@10.85. Weightier offerings went from \$9.85@10.25. Shorn lambs were fairly numerous at \$9.50@10.25, with the top at \$10.50. Mature classes displayed some improvement late in the week, and values are steady to 25c higher, with top ewes at \$5.75.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Feb. 20, 1930.

**CATTLE**—Fed steers and yearlings, although in moderate supply during the week, met with indifferent demand, and the market on each day was dull and weak. Yearlings and light steers were in best demand and closed the week steady to 25c lower, mostly about steady. Weighty steers and medium weights closed fully 25c lower, with extremes of 50c declines quoted on good medium weights. Heifers held fully steady, light offerings showing strength. Cows and bulls closed 25@50c lower, and vealers mostly steady. Choice weighty steers earned \$13.60; light steers, 1,151 lbs., \$14.60; a part load of yearlings, \$15.00.

**HOGS**—The market for hogs has been an uneven affair, with the price range narrowing to some extent. Lights and butchers are 25@40c lower for the period, while packing sows are 15@25c higher on Thursday of this week, top reached \$10.50, paid for 200-lb. averages, with 160- to 210-lb. weights, \$10.25@10.40; 210- to 260-lb., \$10.10@10.25; 260- to 325-lb., \$9.75@10.20; packing sows, \$9.00@9.35.

**SHEEP**—One of the most erratic and uneven markets was had on slaughter lambs. Prices the forepart of the week showing uneven advances with weight discrimination disappearing, but late Wednesday and Thursday not only was the gains wiped out but values are weak to 25c lower as compared with last Thursday. Matured sheep have

## BANGS & TERRY

*Buyers of Livestock*  
Hogs, Killing and Feeding Pigs

Union Stock Yards, South St. Paul, Minn.  
Reference: Stock Yards National Bank. Any Bank in Twin Cities  
Write or wire us

Strictly Hog Order Buyers on  
Commission Only

## GOOGINS & WILLIAMS

Long Distance Telephone Boulevard 9465  
Union Stock Yards, Chicago

**Order Buyers of Live Stock**  
**McMurray—Johnston—Walker, Inc.**

Indianapolis  
Indiana

Ft. Wayne  
Indiana

The Commission is the Same—Why not Get the Best?  
Three A-1 Hog Buyers to Serve You

Write—Phone—Wire

## Murphy Bros. & Company

Exclusively Hog Order Buyers  
Telephone Yards 6184 Union Stock Yards, CHICAGO

## J. W. MURPHY CO.

*Order Buyers*

### HOGS ONLY

Utility and Cross Cyphers  
Reference any Omaha Bank

Union Stock Yards Omaha, Nebr.

## E. K. Corrigan

Exclusive Hog Order Buyer  
Operating on Three Markets

So. Omaha Kansas City So. St. Joseph  
E. K. Corrigan Karl N. Soeder R. G. Symon

held steady. On Thursday bulk 85- to 91-lb. lambs sold at \$10.50@10.75; top, \$11.00; 91- to 97-pounds, \$10.00@10.50; extreme weights, down to \$9.50. Bulk good and choice slaughter ewes sold at \$5.00@5.50; top, \$5.75.

### ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill. Feb. 20, 1930.

**CATTLE**—Virtually all killing classes sold weak to lower this week compared with one week ago: Steers, 25@50c lower; mixed yearlings and heifers, 25 to mostly 50c lower, spots off 75c; cows, cutters, low cutters and bulls, weak to 25c lower; vealers, 50c lower. Bulk of steers made \$10.00@12.75, with 862-lb. yearlings landing \$13.75 as top. Top mixed yearlings recorded \$14.00; best heifers, \$12.75, while bulk of fat kinds brought \$11.75@12.75. Most medium descriptions, \$10.25@11.50. Bulk of cows scored \$7.00@8.25; most low cutters, \$4.25@5.25.

**HOGS**—Swine prices rose to a new high point for the season, but increased receipts about mid-week exerted a bearish influence, and a net loss of 10@15c was recorded for the week. Sows gained 10@15c during the period. Top price Thursday was \$11.25; bulk 160- to 250-lbs., \$10.75@11.20; sows, \$9.25@9.50.

**SHEEP**—Fat lambs sold steady to 25c lower for the week, with late trade dull. On Wednesday, best handyweight lambs touched \$11.75 to city butchers. On Thursday, packers paid \$11.00 for 87- to 91-lb. averages, and city butchers paid \$10.75 for 77-lb. clipped natives. Throwouts earned \$8.50; fat ewes, \$5.50.

### ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Feb. 20, 1930.

**CATTLE**—A lower trend followed last week's sharp rally in the cattle market, with most slaughter steers, she-stock and bulls showing a 25@50c decline. Strictly choice weighty steers and better grades light weight yearlings, steady; choice vealers, 50c higher. Bulk of steers and yearlings brought \$11.00@13.00; a sprinkling of choice heavy steers, upward to \$14.00, two loads of 1,506 pounds at the top figure. Bulk of beef cows brought \$6.50@8.00; cutter grades, \$4.50@6.00; choice vealers, \$14.50 late.

**HOGS**—Hog prices were set back sharply after the top had risen to a new mark of \$11.15 the first part of the week. Subsequent reactions lowered the price to \$10.75, or 25c below the top of a week earlier. Late week sales were largely \$10.25@10.50 for 160- to 230-lb. hogs; 225- to 260-lb., \$10.10@10.25; 260- to 325-lb., \$9.75@10.10; light lights, \$9.50@10.25; sows, \$8.50@9.25. This is 40@50c lower on butcher hogs, but 25@50c higher on sows.

**SHEEP**—The market continued rather dull, with no improvement for lambs. Light weight fed lambs brought \$11.00 late as top, and bulk of offerings, 90 lbs. down, sold from \$10.50@10.85; 94- to 98-lb. weights, \$10.00@10.25. Medium weight clippers made \$10.00. Fat ewes sold at \$5.60 down.

### SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Feb. 20, 1930.

**CATTLE**—Buyers finally gained control of the slaughter steer and yearling trade, and closing prices were mostly steady to 25c lower than a week ago. Good to choice yearlings topped at \$14.00, while best were quotable above \$15.00. Medium weight beefees ranged up to \$13.75, and heavy bullocks stopped at \$13.50. Most grain-feds turned at \$10.75@12.00. Fat she stock ruled weak to 25c off; short fed heifers cleared largely at \$9.75@11.00, and most cows brought \$7.00@8.50, with choice heavy koshers around \$9.75. Vealers showed strength and topped at \$12.50. Bulls found uneven demands. Heavy beef kinds broke sharply, while others held firm. Sausage descriptions bulked at \$7.50@7.75.

**HOGS**—Butcher prices averaged fully 15c lower for the week after an early burst of strength that set a new top for the current year at \$10.90. The late top stood at \$10.45, with the bulk of desirable 160- to 260-lb. weights at \$10.10@10.40. Most 260- to 340-lb. averages cleared at \$9.75@10.10. Packing sows indicated strength and sold largely at \$9.00@9.35, with the best around \$9.50.

**SHEEP**—Fat lambs held close to the recent record low point, or steady to 25c lower than a week ago. Shippers paid the late \$11.00 top for choice light weights, while the bulk of desirable offerings below 92 lbs. made \$10.50@10.75, only extreme heavies or unfinished kinds dropped below \$10.00. Fat ewes lost about 25c, and numerous sales occurred at \$5.25.

### CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers, week ended Feb. 13, 1930, with comparisons, as reported by the Dominion Live Stock Branch:

### BUTCHER STEERS.

1,000-1,200 lbs.

	Week ended Feb. 13	Prev. week.	Same week, 1929.
Toronto	\$10.50	\$10.00	\$10.00
Montreal	10.75	10.25	9.90
Winnipeg	10.50	10.00	8.75
Calgary	10.00	10.00	8.25
Edmonton	9.75	9.50	8.00
Prince Albert	9.00	9.00	8.50
Moose Jaw	10.00	10.00	8.75
Saskatoon	9.50	9.50	8.25

### VEAL CALVES.

Toronto	\$16.00	\$17.00	\$16.50
Montreal	15.00	15.00	15.00
Winnipeg	14.00	16.00	14.00
Calgary	13.00	12.00	12.00
Edmonton	13.00	13.00	14.00
Prince Albert	12.00	12.00	12.00
Moose Jaw	13.00	14.00	12.00
Saskatoon	12.00	12.00	12.00

### SELECT BACON HOGS.

Toronto	\$14.75	\$14.75	\$11.25
Montreal	13.75	14.75	11.50
Winnipeg	13.00	13.00	10.50
Calgary	12.50	13.50	10.60
Edmonton	13.00	12.65	10.25
Prince Albert	12.00	13.40	10.30
Moose Jaw	12.00	13.25	10.40
Saskatoon	12.00	13.65	10.30

### GOOD LAMBS.

Toronto	\$18.00	\$18.00	\$15.00
Montreal	11.00	11.50	11.00
Winnipeg	10.50	11.00	13.50
Calgary	11.00	11.00	12.50
Edmonton	11.50	13.00	11.00
Prince Albert	11.00	11.00	11.00
Moose Jaw	10.00	11.00	12.50

### RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Feb. 15, 1930, with comparisons:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Feb. 15	172,600	741,000	371,000
Previous week	167,000	733,000	360,000
1929	173,000	823,000	334,000
1928	219,000	993,000	315,000
1927	228,000	573,000	268,000

At 11 markets:	Cattle.	Hogs.	Sheep.
Week ended Feb. 15	172,600	661,000	371,000
Previous week	167,000	661,000	371,000
1929	173,000	720,000	334,000
1928	219,000	890,000	243,000
1927	228,000	503,000	230,000
1926	184,000	535,000	230,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Feb. 15	134,000	613,000	287,000
Previous week	130,000	605,000	287,000
1929	132,000	644,000	232,000
1928	166,000	754,000	243,000
1927	175,000	445,000	195,000
1926	184,000	535,000	230,000

## In 45 Years of Operation



Has gained and still holds the outstanding leadership and today they admittedly are the oldest in continuous buying service, largest in volume handled, widest in number of

markets served, and shipping to more packers, through supplying the superlative in buying service with ample financial strength, yet at no greater cost to their patrons.

*They respectfully solicit your patronage for carloads or trainloads of cattle, calves, hogs, pigs, sheep and lambs*

### BUYING OFFICES

Chicago, Ill.      Detroit, Mich.      Louisville, Ky.  
Cincinnati, Ohio      Indianapolis, Ind.      Montgomery, Ala.  
Dayton, Ohio      Lafayette, Ind.      Nashville, Tenn.  
Service Department, Washington, D. C.      Sioux City, Iowa

## RECEIPTS AT CENTERS

SATURDAY, FEBRUARY 15, 1930.

	Cattle.	Hogs.	Sheep.	Chicago	Cattle.	Hogs.	Sheep.	Chicago	Cattle.	Hogs.	Sheep.
Chicago	250	14,000	6,000	Kansas City	8,000	27,000	15,000	Chicago	7,000	30,000	10,000
Kansas City	100	2,000	...	Omaha	6,500	20,000	12,000	Kansas City	2,000	7,000	8,000
Omaha	100	5,000	450	St. Louis	3,000	12,000	2,000	Omaha	3,000	14,000	11,000
St. Louis	50	5,000	250	St. Joseph	1,500	6,000	6,000	St. Louis	1,500	11,000	500
St. Joseph	...	3,000	250	Sioux City	3,000	14,000	2,000	St. Joseph	1,000	5,500	5,000
Sioux City	200	5,000	100	St. Paul	2,000	9,000	1,000	Sioux City	2,000	11,000	4,000
St. Paul	500	900	1,700	Oklahoma City	1,000	2,000	700	St. Paul	2,500	9,500	2,500
Oklahoma City	100	1,300	100	Fort Worth	1,000	2,000	500	Oklahoma City	800	1,500	200
Fort Worth	150	300	400	Milwaukee	800	3,000	500	Fort Worth	1,900	1,600	1,300
Milwaukee	...	900	...	Denver	1,000	2,900	3,200	Milwaukee	600	1,500	400
Denver	170	750	1,000	Wichita	500	2,500	1,200	Denver	400	2,300	7,800
Louisville	100	300	...	Indianapolis	900	500	400	Louisville	200	500	...
Wichita	100	1,000	100	Pittsburgh	100	500	300	Wichita	400	2,000	200
Indianapolis	100	2,000	200	Cincinnati	400	2,400	100	Indianapolis	800	4,000	400
Pittsburgh	100	1,100	600	Buffalo	100	1,500	200	Pittsburgh	200	1,100	400
Chicago	500	500	...	Cleveland	200	1,000	600	Cincinnati	100	700	1,400
Buffalo	500	200	...	Nashville	200	300	100	Cleveland	400	1,300	900
Cleveland	400	...	...	Toronto	1,200	1,300	500	Nashville	200	400	200
Nashville	100	200	...	...	...	...	...	Toronto	...	...	...
Toronto	400	...	...	...	...	...	...	...	...	...	...

MONDAY, FEBRUARY 17, 1930.

	Cattle.	Hogs.	Sheep.	Chicago	Cattle.	Hogs.	Sheep.	Chicago	Cattle.	Hogs.	Sheep.
Chicago	17,000	62,000	22,000	Kansas City	8,000	22,000	10,000	Chicago	1,000	16,000	8,000
Kansas City	17,000	15,000	10,000	Omaha	5,500	10,000	7,000	Kansas City	400	4,500	1,300
Omaha	11,000	15,000	10,000	St. Louis	2,800	13,000	1,000	Omaha	3,000	10,000	9,500
St. Louis	2,700	18,000	1,000	St. Joseph	1,400	7,500	5,000	St. Louis	800	10,000	500
St. Joseph	3,600	8,500	9,000	Sioux City	2,500	13,000	5,500	St. Joseph	3,000	3,500	5,000
Sioux City	4,100	9,000	6,000	St. Paul	2,300	16,500	4,500	Sioux City	1,000	7,500	3,000
St. Paul	3,700	12,000	4,500	Oklahoma City	800	1,700	100	St. Paul	800	15,000	2,000
Oklahoma City	1,200	2,000	300	Fort Worth	1,700	2,000	600	Oklahoma City	700	1,500	200
Fort Worth	2,400	2,100	900	Milwaukee	400	1,000	100	Fort Worth	800	1,300	200
Milwaukee	200	1,500	200	Denver	500	2,100	6,100	Denver	800	1,000	5,600
Denver	1,700	6,100	2,000	Wichita	200	1,000	100	Wichita	200	1,400	300
Louisville	200	600	...	Indianapolis	400	2,800	300	Indianapolis	500	4,000	300
Wichita	2,700	3,500	800	Pittsburgh	1,200	5,000	500	Pittsburgh	1,500	1,000	...
Indianapolis	400	2,000	1,300	Cincinnati	400	2,800	500	Cincinnati	275	900	100
Pittsburgh	1,200	3,500	2,500	Buffalo	100	1,600	1,000	Buffalo	100	1,900	3,200
Cincinnati	800	1,500	200	Cleveland	200	2,600	300	Cleveland	200	1,100	1,000
Glenwood	1,300	3,000	5,000	Nashville	100	500	100	Nashville	...	...	...
Nashville	100	400	300	Toronto	1,000	600	300	Toronto	...	...	...
Toronto	2,000	800	1,500	...	...	...	...	...	...	...	...

TUESDAY, FEBRUARY 18, 1930.

	Cattle.	Hogs.	Sheep.	Chicago	Cattle.	Hogs.	Sheep.	Chicago	Cattle.	Hogs.	Sheep.
Chicago	250	14,000	6,000	Kansas City	7,000	10,000	8,000	Chicago	7,000	30,000	10,000
Kansas City	100	2,000	...	Omaha	6,500	20,000	12,000	Kansas City	2,000	7,000	8,000
Omaha	100	5,000	450	St. Louis	3,000	12,000	2,000	Omaha	3,000	14,000	11,000
St. Louis	50	5,000	250	St. Joseph	1,500	6,000	6,000	St. Louis	1,500	11,000	500
St. Joseph	...	3,000	250	Sioux City	3,000	14,000	2,000	St. Joseph	1,000	5,500	5,000
Sioux City	200	5,000	100	St. Paul	2,000	9,000	1,000	Sioux City	2,000	11,000	4,000
St. Paul	500	900	1,700	Oklahoma City	1,000	2,000	700	St. Paul	2,500	9,500	2,500
Oklahoma City	100	1,300	100	Fort Worth	1,000	2,000	500	Oklahoma City	800	15,000	2,000
Fort Worth	150	300	400	Milwaukee	200	600	...	Fort Worth	800	1,300	200
Milwaukee	...	900	...	Denver	1,000	2,900	3,200	Milwaukee	600	1,500	400
Denver	170	750	1,000	Wichita	500	2,500	1,200	Denver	400	2,300	7,800
Louisville	100	300	...	Indianapolis	900	500	400	Louisville	200	500	...
Wichita	100	1,000	100	Pittsburgh	100	500	300	Wichita	400	2,000	200
Indianapolis	100	2,000	200	Cincinnati	400	2,400	100	Indianapolis	800	4,000	400
Pittsburgh	100	1,100	600	Buffalo	100	1,500	200	Pittsburgh	1,500	1,000	...
Buffalo	500	200	...	Cleveland	200	1,000	600	Cleveland	400	1,300	900
Cleveland	400	...	...	Nashville	200	300	100	Nashville	200	400	200
Nashville	100	200	...	Toronto	1,200	1,300	500	Toronto	...	...	...
Toronto	400	...	...	...	...	...	...	...	...	...	...

WEDNESDAY, FEBRUARY 19, 1930.

	Cattle.	Hogs.	Sheep.	Chicago	Cattle.	Hogs.	Sheep.	Chicago	Cattle.	Hogs.	Sheep.
Chicago	17,000	62,000	22,000	Kansas City	5,500	10,000	7,000	Chicago	1,000	16,000	8,000
Kansas City	17,000	15,000	10,000	Omaha	5,500	21,000	13,000	Kansas City	400	4,500	1,300
Omaha	11,000	15,000	10,000	St. Louis	2,800	13,000	1,000	Omaha	3,000	10,000	9,500
St. Louis	2,700	18,000	1,000	St. Joseph	1,400	7,500	5,000	St. Louis	800	10,000	500
St. Joseph	3,600	8,500	9,000	Sioux City	2,500	13,000	5,500	St. Joseph	3,000	3,500	5,000
Sioux City	4,100	9,000	6,000	St. Paul	2,300	16,500	4,500	Sioux City	1,000	7,500	3,000
St. Paul	3,700	12,000	4,500	Oklahoma City	800	1,700	100	St. Paul	800	15,000	2,000
Oklahoma City	1,200	2,000	300	Fort Worth	1,700	2,000	600	Oklahoma City	700	1,500	200
Fort Worth	2,400	2,100	900	Milwaukee	400	1,000	100	Fort Worth	800	1,300	200
Milwaukee	200	1,500	200	Denver	500	2,100	6,100	Milwaukee	600	1,500	400
Denver	1,700	6,100	2,000	Wichita	200	1,000	100	Denver	800	1,000	5,600
Louisville	200	600	...	Indianapolis	400	2,800	300	Louisville	200	1,400	300
Wichita	2,700	3,500	800	Pittsburgh	1,200	5,000	500	Wichita	800	5,600	700
Indianapolis	400	2,000	1,300	Cincinnati	400	2,800	500	Indianapolis	1,434	1,258	1,072
Pittsburgh	1,200	3,500	2,500	Buffalo	100	1,600	1,000	Pittsburgh	1,451	1,258	1,072
Cincinnati	800	1,500	200	Cleveland	400	2,600	100	Cincinnati	8,758	9,219	7,921
Glenwood	1,300	3,000	5,000	Nashville	100	500	100	Glenwood	6,055	3,511	3,924
Nashville	100	400	300	Toronto	1,000	600	300	Nashville	2,613	21,583	2,797
Toronto	2,000	800	1,500	...	...	...	...	Toronto	1,700	2,444	2,612

## LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Feb. 20, 1930 as reported to THE NATIONAL PROVISIONER by direct wire of the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs and roasting pigs excluded):

CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

Hvy. wt. (250-350 lbs.) med-ch. \$10.00@10.75 9.40@10.49 9.40@10.25

Med. wt. (200-250 lbs.) med-ch. 10.35@11.15 10.60@11.20 10.00@10.50 10.10@10.75 10.00@10.60

Lt. wt. (160-200 lbs.) com-ch. 10.50@11.15 11.00@11.25 9.75@10.50 10.15@10.75 10.25@10.60

Lt. lt. (130-160 lbs.) com-ch. 9.40@11.10 10.50@11.25 9.00@10.35 9.25@10.75 10.25@10.60

Packing sows, smooth and rough. 8.65@ 9.75 8.15@ 9.55 8.50@ 9.35 8.25@ 9.25

Str. pigs (130 lbs. down) med-ch. 9.00@10.50 10.00@10.50 8.00@10.50 9.00@10.50 10.00@10.25

AV. cost & wt. Tue. (pigs excl.). 10.68@236 lb. 10.81@227 lb. 10.25@249 lb. 10.28@235 lb. 10.30@226 lb.

STEERERS (1,500 LBS. UP):

STEERS (1,300-1,500 LBS.):

Choice 14.75@15.50 13.75@15.00 13.00@14.00 13.00@14.50 12.75@14.00

Good 13.00@14.75 12.25@14.00 11.75@13.00 11.75@13.25 11.25@13.00

STEERS (1,100-1,300 LBS.):

Choice 14.75@16.00 14.50@15.75 13.00@15.25 14.00@15.25 13.75@15.00

Good 13.00@15.00 12.75@14.75 11.75@13.75 11.75@14.00 11.25@13.00

STEERS (850-1,000 LBS.):

Choice 15.00@16.00 14.75@16.00 13.75@15.25 14.00@15.25 13.75@15.00

Good 13.00@15.00 12.75@14.75 11.75@13.75 11.75@14.25 11.50@13.75

STEERS (600 LBS. UP):

Medium 11.00@13.00 9.00@12.75 8.75@12.50 9.00@12.75 9.00@11.50

Common 8.75@11.25 8.50@10.75 8.00@10.50 8.75@10.50 8.50@10.00

STEERS (FED CALVES AND YEARLINGS) (750-950 LBS.):

Choice 14.75@16.00 14.50@16.00 13.25@15.25 14.25@15.25 14.00@15.00

Good 13.00@15.00 12.75@14.75 11.75@13.75 12.25@14.25 12.25@13.75

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, February 15, 1930, with comparisons, are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.	
Armour and Co.	4,677	2,285	16,422	
Swift & Co.	4,790	2,130	20,706	
Morris & Co.	1,556	919	6,074	
Wilson & Co.	3,170	2,010	10,802	
Anglo-Amer. Prov. Co.	404	1,411	...	
G. H. Hammond Co.	1,944	952	...	
Libby, McNeil & Libby	469	...	...	
Brennan Packing Co.	7,791	hogs; Independent Packing Co., 1,007 hogs; Boyd, Lunham & Co., 1,188 hogs; Western Packing & Provision Co., 5,891 hogs; Agar Pkg. Co., 5,816 hogs; others, 33,406 hogs.	...	...
Totals: Cattle, 17,079; calves, 5,575; hogs, 64,876; sheep, 54,004.				

## KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,203	965	6,906	7,902
Cudahy Pkg. Co.	2,069	588	3,017	7,218
Fowler Straub Co.	510	...	...	...
Morris & Co.	2,087	446	2,387	5,064
Swift & Co.	2,493	551	7,737	8,425
Wilson & Co.	3,057	559	4,858	6,365
Others	527	229	1,441	104
Total	12,886	3,388	26,326	35,078

## OMAHA.

	Cattle and calves.	Hogs.	Sheep.
Armour and Co.	5,691	19,020	13,188
Cudahy Pkg. Co.	3,521	15,359	15,546
Dold Pkg. Co.	1,076	9,905	...
Morris & Co.	2,083	4,161	6,603
Swift & Co.	5,011	13,567	17,674
Eagle Pkg. Co.	15	...	...
Hoffman Bros.	49	...	...
Mayerowich & Vail	12	...	...
Omaha Pkg. Co.	49	...	...
J. Rife Pkg. Co.	5	...	...
J. Roth & Sons	48	...	...
So. Omaha Pkg. Co.	35	...	...
Lincoln Pkg. Co.	200	...	...
Nagle Pkg. Co.	325	...	...
Sinclair Pkg. Co.	309	...	...
Wilson & Co.	248	...	...
Others	48,766	...	...
Total	18,767	110,778	53,011

## ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,081	316	1,611	2,183
Swift & Co.	1,748	837	3,263	2,259
Morris & Co.	792	194	686	676
East Side Pkg. Co.	827	...	772	...
Amer. Pkg. Co.	128	97	2,250	272
Krey Pkg. Co.	90	83	...	46
Others	2,512	755	13,778	2,494
Total	7,178	2,282	22,300	7,930

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,825	689	12,526	19,243
Armour and Co.	1,246	431	5,153	5,941
Morris & Co.	1,430	277	7,676	4,086
Others	2,073	67	10,807	6,488
Total	7,174	1,464	36,162	35,758

## SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,049	138	16,577	5,960
Armour and Co.	2,459	121	15,000	8,672
Swift & Co.	1,593	136	8,666	6,271
Smith Bros.	...	307	...	...
Others	1,488	162	33,568	4,060
Total	7,589	557	73,218	24,963

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,831	1,047	4,606	529
Wilson & Co.	1,818	872	4,420	642
Others	149	...	699	...
Total	3,798	1,919	9,725	1,171

Not including 338 cattle, 1,170 hogs, and 136 sheep bought direct.

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	976	643	4,924	2,450
Jacob Dold Co.	517	9	3,170	48
Fred W. Dold	70	...	346	...
Dunn-Ostergard	52	...	...	...
Keele-Le Stougeon	21	...	...	...
Wichita D. B. Co.	16	...	...	...
Others	1,587	...	311	126
Total	3,289	652	8,700	2,624

Not including 40 cattle and 5,184 hogs bought direct.

## DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	688	88	7,726	14,707
Armour and Co.	295	119	2,513	12,902
Blayne-Murphy Co.	269	93	3,439	...
Others	38	49	715	804
Total	1,290	349	14,393	28,503

## THE NATIONAL PROVISIONER

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 10...	13,057	2,076	74,183	24,260
Tues., Feb. 11...	7,507	2,124	88,800	19,594
Wed., Feb. 12...	7,703	2,080	17,750	15,113
Thurs., Feb. 13...	6,550	2,246	30,379	12,505
Fri., Feb. 14...	1,711	1,946	32,205	10,615
Sat., Feb. 15...	300	200	15,000	7,000

Total receipts for month and year to Feb. 15, with comparisons:

## INDIANAPOLIS.

	1930.	1929.	1930.	1929.
Foreign	838	2,106	11,891	2,892
Kingan & Co.	1,039	767	6,522	251
Armour & Co.	408	60	1,134	46
Indianapolis Abt. Co.	1,040	101	603	251
Hilgeman Bros.	4	...	1,395	...
Brown Bros.	143	18	158	...
Schusler Pkg. Co.	25	...	354	...
Riverview Pkg. Co.	9	...	153	...
Meier Pkg. Co.	99	...	290	...
Indianapolis Prov. Co.	49	5	337	...
Mac Hartman Co.	21	6	...	...
Art Wabnitz	12	36	49	...
Hoosier Abt. Co.	13	...	100	...
Others	309	82	221	188
Total	4,006	3,190	23,058	3,677

## CINCINNATI.

	1930.	1929.	1930.	1929.
S. W. Gall's Sons.	7	...	140	...
J. Hilberg & Son.	60	...	58	...
Gus. Juengling.	55	90	39	...
E. Kahn's Sons Co.	997	263	6,815	498
Kroger G. & B. Co.	94	72	45	...
Lohrey Pkg. Co.	2	...	161	...
W. G. Rehn's Sons.	104	33	...	...
A. Sander Pkg. Co.	6	...	2,035	...
J. Schaefer's Sons.	136	184	141	...
J. & F. Schott P. Co.	13	...	323	...
J. Vogel & Son.	144	182	28	...
Ideal Pkg. Co.	6	5	316	...
Others	10	...	744	...
Foreign	157	847	3,426	368
Total	1,784	1,663	14,533	1,272

## RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ended Feb. 15, 1930, with comparisons:

## CATTLE.

	Week ended Feb. 15.	Cor. week.
Chicago	17,079	15,869
Kansas City	12,886	13,154
Omaha (Incl. calves)	18,767	16,316
St. Louis	7,178	7,341
St. Joseph	7,174	6,828
Oklahoma City	7,589	7,506
Wichita	3,239	2,926
Denver	1,290	1,643
St. Paul	8,738	9,541
Milwaukee	2,215	2,831
Indianapolis	4,006	4,266
Cincinnati	1,784	1,659
Total	95,746	99,628

## HOGS.

	Chicago	Kansas City	Omaha	St. Louis	St. Joseph	Oklahoma City	Wichita	Denver	St. Paul	Milwaukee	Indianapolis	Cincinnati
Chicago	64,876	67,976	180,425	...	...	...	...	...	...	...	...	...
Kansas City	26,326	19,970	34,056	...	...	...	...	...	...	...	...	...
Omaha	110,778	108,952	87,896	...	...	...	...	...	...	...	...	...
St. Louis	22,360	25,851	25,791	...	...	...	...	...	...	...	...	...
St. Joseph	16,162	14,474	14,663	...	...	...	...	...	...	...	...	...
Oklahoma City	10,268	12,632	28,632	...	...	...	...	...	...	...	...	...
Wichita	8,760	5,603	20,167	...	...	...	...	...	...	...	...	...
Denver	14,398	12,932	18,697	...	...	...	...	...	...	...	...	...
St. Paul	66,600	70,594	65,754	...	...	...	...	...	...	...	...	...
Milwaukee	9,224	8,902	8,165	...	...	...	...	...	...	...	...	...
Indianapolis	23,058	27,342	42,447	...	...	...	...	...	...	...	...	...
Cincinnati	14,523	8,096	12,104	...	...	...	...	...	...	...	...	...
Total	480,003	460,372	615,506	...	...	...	...	...	...	...	...	...

## SHEEP.

	Chicago	Kansas City	Omaha	St. Louis	St. Joseph	Oklahoma City	Wichita	Denver	St. Paul	Milwaukee	Indianapolis	Cincinnati</
--	---------	-------------	-------	-----------	------------	---------------	---------	--------	----------	-----------	--------------	--------------

# "Isn't your hardware heavier than necessary?"



Mr. Prospect, ask that question of any of the thousands of users of Jamison and Stevenson Doors and you will get the same answer as I give you—"NO." The

hardware has to be strong to give the right kind of service. And it has to be heavy in proportion to the strength needed. » » » As a matter of fact, we offer a choice. If your conditions do not require the extra strength and protection offered by Jamison hardware, which guarantees against grief under the worst conditions, we offer you the Stevenson Door equipped with hardware as strong and serviceable as any procurable save that on the Jamison Door. Either Door is of strong construction and unequaled in service. » » » In the first place, Jamison and Stevenson hardware is right in principle—practically all cold storage engineers agree on that. In the second place, the strength of our hardware is largely responsible for the long records of uninterrupted service which Jamison and Stevenson Doors have established, and that means greater satisfaction and a lower cost per year for all our users. » » » We have had years of experience to guide us on the correct design.

Let me give you the benefit of this experience—

see our advertisement in  
issue of March 15, 1930

## STANDARD EQUIPMENT FOR YOUR COLD STORAGE OPENINGS

Jamison and Stevenson Protection for your cold storage openings includes:—

Standard Cooler Doors (Single & Double Seal)  
Vestibule Doors (Door that Cannot Stand Open)  
Special Freezer Doors (Over-lap type)

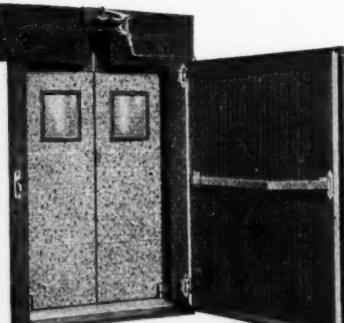
No-Equal (Triple Seal) Cooler Doors

Track Doors and Ports for all Purposes

Ice Chutes, Platform Ice Doors,  
Cold Storage Windows, Special Type  
Doors (Double, Folding, Vertical-  
Sliding,) Refrigerator Fronts.

WEDGETIGHT (patented) Door  
fasteners—sold separately for  
replacement on  
doors of any make.

Jamison and Stevenson Doors with patented features have been recognized as standard for years. Write for catalogs.



(Patented)  
Stevenson "Door that Cannot Stand Open"  
With Port for Overhead Track

# Jamison & Stevenson Cold Storage Doors



JAMISON COLD STORAGE DOOR CO. .... Hagerstown Maryland, U. S. A. ....  
STEVENSON COLD STORAGE DOOR CO. .... Chester, Pennsylvania, U. S. A. ....  
Branch Offices: 2 W. 45th Street, NEW YORK ....  
1832 Builders Bldg., 228 N. La Salle Street, CHICAGO ....  
2650 Santa Fe Avenue, LOS ANGELES ... 333 Market St., SAN FRANCISCO  
D. E. Fryer & Co., SEATTLE & SPOKANE ... Southern Representatives,  
address Hagerstown ... Foreign Agents: Von Hamm-Young, HONOLULU  
... Armstrong Cork Co., Ltd., LONDON ... Okura & Company, JAPAN

# Ice and Refrigeration

## QUICK FREEZING MEAT CUTS.

(Continued from page 28.)

pans containing the product to be frozen are piled in an empty brine tank. Special clamping devices hold the pans in pressed contact.

When the tank is loaded the cold brine is run in continuously. When the pans are covered the overflow pipe takes off the surplus. An agitator is then started forcing the brine to circulate up and down the tank and around the pans, guided by a partition in the center of the tank. Agitation of the brine is continued until the contents of the pans are frozen. The brine is then drained to a storage tank and the pans removed.

Another method of handling these pans is continuous. The pans are conveyed slowly through a narrow raceway in which the flow of brine is in the opposite direction. A conveyor chain with special fasteners holds the pans while carrying them submerged in the brine.

In this case the brine is only about 6 in. deep. When large freezing capacity is required a number of these raceways are used. The rate of speed for the pans is governed by the pan thickness and brine temperature.

This method is best suited to large capacity and variety of products. Pans are fed into one end of the raceway and removed at the other.

### Tank and Cooler Combined.

To make the block system of freezing more compact and convenient, there has been designed recently a cabinet unit which may be installed anywhere for efficient handling.

This unit is self contained and ready for insulation and connection to the ammonia suction and liquid line. No additional brine tanks are needed as the upper part, holding the brine unit, is designed to take off any surplus brine used. The brine flows through the cooler at high velocity and passes through the operating valve to the cabinet below, submerging the pans.

An illustration of this cabinet is shown herewith. It will be seen that the lower section has a door at one end. This shuts upon a soft rubber gasket. In the bottom of the cabinet are rollers which extend the length of the unit. A special tray loaded with pans can be rolled from a floor truck into the cabinet. A quick clamping device holds the pans in position and other automatic features help to make the operation simple.

A motor-driven centrifugal pump at the side serves a triple purpose. It cir-

culates the brine through the brine cooler, produces agitation through the stacks of pans while the meat is freezing, and drains the cabinet when freezing is completed.

### High Brine Velocity Used.

Pump capacity sufficient to produce a high velocity of brine on the pan surfaces is provided. This high brine velocity aids in a rapid transfer of heat from the meat to the brine. With high pump capacity, it is also possible to drain the cabinet quickly. This reduces the time necessary to remove frozen meat from the cabinet and recharge it.

Meat to be frozen is placed in the pans in position so that good contact is secured at top and bottom. Any depth of pan within reason may be used in this unit. Any combination of deep and shallow pans may be used at one time.

Each pan is reinforced at the top with heavy wire. On the bottom of each pan are riveted two light angle irons. These separate the pans when stacked. This arrangement permits the free circulation of the brine and holds the pan up into its diving bell cover.

### Capacity Is High.

Calcium chloride brine is used, temperatures of -15 to -20 degs. F. being carried. Higher or lower temperatures may be used if conditions justify them. Two sets of pans are used in the operation. One set is filled with meats while the meats in the other set are being frozen. With this arrangement the frozen meats can be removed from the cabinet and the meats to be frozen placed in it from five to ten minutes.

Time required for freezing meats in this cabinet varies with the material being frozen, thickness of the meat in the pans, and the temperature of the brine.

This method of freezing can be used to good advantages for most meat cuts. The units are constructed in sizes to fit the needs of the packer. A unit 12 ft. long and 3 ft. wide will hold from 1,500 to 1,700 lbs. of meat at a charge.

## EXPERTS TALK ON FREEZING.

(Continued from page 29.)

"The history of refrigeration clearly shows that public prejudice against frozen fish dies when confronted with obvious merit", Dr. Taylor stated, adding that "if freezing is the best way to deliver perishable goods, prejudice need be considered only as a temporary resistance to sales and must soon pass away."

Mr. Kolbe asserted that if the product was "right", the consumer could not refuse for long to give up any prejudice he might have against frozen foods. With various food industries "looking toward the freezing of some of their products, it seems that the combined publicity will soon have the country frozen-food-minded", he stated.

Mr. Kolbe also pointed out "probably over 15,000,000 pounds of quick-frozen packaged fish were produced in the past season." "Fish are decidedly more subject to rapid spoiling than meat," he stated, "yet this large production has been marketed without the aid of any special equipment not already available for packaged meat distribution."

### New Thoughts on Freezing.

Contrary to the views of some other investigators, Dr. Taylor asserted that rapid freezing does not prevent the loss of juice from frozen products when defrosted, and stated that a process had been developed by the Atlantic Coast Fisheries which minimized such losses.

He presented data to show that the loss of juice from frozen fillets of fish was practically negligible when the corrective process had been applied prior to freezing, but that the loss was relatively large in the case of cuts which had not been treated. In the case of untreated product, the loss of juice becomes greater progressively on defrosting as the period of storage increases, practically regardless of the rapidity of freezing, according to Dr. Taylor.

"Freezing", he added, "need not be extreme in rapidity. Consideration should preferably be given to attaining reasonable rapidity, with due regard to general efficiency, economy, and practicability.

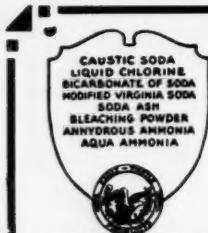
"Freezing is most economically done at only moderately low temperatures. As the temperature is lowered to extremes, the cost of refrigeration rapidly and disproportionately increases."

Mr. Keyes outlined briefly the experience of the Booth Fisheries Company in using ordinary refrigerator cars for the distribution of its products "with uniformly good results."

### Retail Store Requirements.

Mr. Millott said the requirements of retail store equipment were adequate display; storage at 15° to 20° F.; a coil that can be defrosted easily and quickly without defrosting the products in the case; the maintenance of adequate temperatures at all times, and freedom from the necessity for service.

Mr. Green, in discussing the prob-



## SPECIFY MATHIESON AMMONIA

THE complete manufacturing and shipping facilities of the Mathieson plant at Niagara Falls, New York, assure every purchaser of Mathieson Ammonia utmost value in product

as well as utmost efficiency in service. Warehouse stocks at all distributing centers. Just specify EAGLE-THISTLE Ammonia.

**The MATHIESON ALKALI WORKS, Inc.**

250 PARK AVE. NEW YORK CITY  
PHILADELPHIA CHICAGO PROVIDENCE CHARLOTTE CINCINNATI

Works: Niagara Falls, N. Y.—Salisbury, Va.

Warehouse Stocks at all Distributing Centers

WHETHER YOU ARE CONSIDERING

Construction...Improvement...or Enlargement of  
refrigerating  
plants...USE

# YORK

## REFRIGERATION EXPERIENCE...

YORK ICE MACHINERY CORPORATION  
General Office • York, Pennsylvania



able storage requirements of frozen foods, suggested that an entirely new technique may be necessary.

"If the dealer is equipped to display and store 800 pounds of product at one time, he would be able to sell at least 2,000 pounds per week with the maximum of convenience," he stated, and continued:

"Provision for the storage of six times the amount of the display should be ample. Size, weight and shape of packages vary so that it is necessary to arrange to avoid confusion and have ready access to the entire volume of storage. These requirements lend themselves nicely to the possibility of utilizing the space worthless for display in the base of the display fixture.

"Combining both functions in one fixture, using one mechanical unit to cool it with one set of coils, temperature controls, etc. makes for economy, as it is less expensive to maintain these sharp freezer temperatures in one fixture than in two, providing that this one unit furnishes the necessary volume of storage as before indicated. Small separate storage cabinets can, however, be operated at moderate cost and may be necessary in some arrangements of equipment."

Close attention to the remarks of the speakers and frequent questions and discussions characterized the meeting.

Packers and packinghouse executives present from outside of Chicago included president Robert S. Sinclair and vice president W. Richard Sinclair of Kingan & Co., Indianapolis; Henry Neuhoff, president Neuhoff Packing Co., Nashville, Tenn.; A. C. Hofmann, Syracuse, N. Y.; Otto Finkbeiner, Little Rock Packing Co., Little Rock, Ark.; J. C. Hormel, president Geo. A. Hormel & Co., and vice president H. H. Corey, Austin, Minn.; John W. Rath, president, George E. Rath, R. A. Rath and A. D. Donnell, Rath Packing Co., Waterloo, Iowa.

William Diesing, vice president Cudahy Packing Co., Omaha; Clarence Cushman, general manager, Swift & Co., St. Paul; Geo. L. Franklin, Dunlevy-Franklin Co., Pittsburgh, Pa.; Frank A. Hunter, East Side Packing Co., East St. Louis, Ill.; L. S. Dennig, St. Louis Independent Packing Co.; Albert H. and Louis W. Kahn, E. Kahn's Sons Co., Cincinnati; Elmore M. Schroth, J. & F. Schroth Packing Co., Cincinnati; H. D. Hunt, Cudahy Bros. Co., Cudahy, Wis.; Henry Fischer, Louisville, Ky.; Henry Kuehner, Kuehner Bros. Packing Co., Muncie, Ind.;

Chas. A. Hughes, Hughes-Curry Packing Co., Anderson, Ind.

James A. Frank, Frank Sausage Company; M. L. Werner, B. R. Davidson and L. F. Thompson, Indianapolis Abattoir Corporation; C. W. Brooks and E. C. Keefe, Keefe-Le Stourgeon Company, Arkansas City, Kan.; J. H. Gehrmann, Kohrs Packing Company, Davenport, Iowa; Chester G. Newcomb, Lake Erie Provision Company, Cleveland, O.; A. J. Major, Major Brothers Packing Company, Mishawaka, Ind.; A. C. Bolz and R. G. Reynoldson, Oscar Mayer & Company, Madison, Wis.; H. H. Meyer, H. H. Meyer Packing Company, Cincinnati, O.; G. M. Foster, E. Manns and Ralph W. Ransom, John Morrell & Company, Ottumwa, Iowa; W. N. Bryan, Northern Packing Company, Grand Forks, N. D.; F. S. Grimsley and H. J. Kurtz, Plankinton Packing Company, Milwaukee; W. B. Smith, Theurer-Norton Provision Company, Cleveland, O.

E. S. Urwitz, Dryfus Packing & Provision Co., Lafayette, Ind.; G. W. Shantz, Manitoba Cold Storage Co., Winnipeg; E. D. Richard, C. E. Richard & Sons, Muscatine, Iowa; Wm. G. McLeod, Canada Packers, Ltd., Toronto; C. L. Gainer, Gainer's Ltd., Edmonton, Alta.; W. K. Patrick, Kingan & Co., Indianapolis; E. R. Jones, Jones Dairy Farm, Ft. Atkinson, Wis.; J. N. Scully, Jacob Dold Packing Co., Buffalo, N. Y.

This was in addition to a long list of packinghouse leaders from the Chicago district, and representatives of machinery, equipment and supply concerns interested in the development of the processing and distribution angles of quick freezing.

Among Chicago retail leaders present were national secretary John A. Kotal, John T. Russell, Chas. W. Kaiser, Al Kruse and others.

### REFRIGERATION NOTES

The chamber of commerce of Ft. Lauderdale, Fla., is interested in having a cold storage warehouse erected in the city or nearby.

Plans are being prepared by the Imperial Ice & Development Co., for the erection of a cold storage warehouse in Coachella, Calif.

Additional cold storage rooms to cost about \$50,000 are being built to the plant of the Central Illinois Public Service Co., Murphysboro, Ill.

Another compressor has been installed in the plant of the Idaho Cold Storage Co., Idaho Falls, Ida.

An addition to cost about \$450,000 will be built to the plant of the Union Storage & Warehouse Co., Charlotte, N. C.

Bids are being received for the construction of the first unit of an ice plant for the Crystal Ice & Storage Co., Buffalo, N. Y. The unit will cost about \$25,000 and it is expected that the completed plant will cost in the neighborhood of \$100,000.

A 30-ton ice plant has been added recently to the holdings of the Galveston Ice & Cold Storage Co., Galveston, Tex. The company now has two plants operating in the city.

A cold storage plant is being built in Milford, Va., by the Virginia Ice & Coal Co., Richmond, Va.

A cold storage plant, a 15-ton ice-making plant and a 150-ton refrigerating plant has been built in Winchester, Va., by the Virginia Apple Growers' Association.

An addition to its cold storage plant is being considered by the Yakima Fruit Exchange, Yakima, Wash.

The National Fruit Products Co., Washington, D. C., is planning the erection of a cold storage warehouse in Romney, W. Va.

The Western Cold Storage Co., Chicago, Ill., has decreased its capital from \$100,000 to \$50,000.

The Southern Ice & Cold Storage Co., Providence, R. I., has increased its capital stock from \$1,000,000 to \$1,100,000.

### "ESSKAY" GOOD WILL.

The William Schluderberg-T. J. Kurde Co., Baltimore packers, were hosts to over 200 retail grocers from Norfolk and other Virginia cities last week. The visitors were taken to the "Esskay" plant for luncheon and then given a sight seeing tour of the city. McCormick & Co., well known spice distributors, entertained the guests at their plant for dinner. After dinner an informal meeting was held at which addresses were made by W. F. Schluderberg and W. M. McCormick.

### FIRM NAME CHANGED.

Announcement has been made that the A. E. Moeller Co., Brooklyn, N. Y., manufacturers of precision instruments, including thermometers, barometers and hydrometers, has been succeeded by the Moeller Instrument Co. The active ownership and management will remain the same as for many years past. Charles E. Moeller is president of the company.



## THE REDS HAVE LIVED + + + TOO LONG + + +

All along the business front--entrenched in the deep-dug grooves of habit--red figures snipe at prosperity. They glisten bloodily from sales charts--they flash from distribution cost reports. Red figures--written in red ink--representing the wasteful practices that steal profits--these are the only reds with which business need be concerned.

And concerned it is! The war is on against red figure distribution methods throughout the business world. It is a war not only to lessen the red figures but to annihilate them. The reds must go.

Business has mustered its modern weapons--information--data--education--science. For red figures cannot exist if ignorance does not persist.

Hence the pressrooms of America's business papers are vibrant with the hum of battle. The news and editorial staffs advance to attack distribution costs. Here is a wasteful sales method! Turn the information guns upon it. Here is a too expensive marketing practice! Down it by airing its stupidity. Here are other practices that shoot up the selling expense of an industry. Fight them until they are relegated to a well-deserved limbo.

All's active on the business front--for there the trade press is--and there it always has been. Independently it fights the reds of business. By disseminating information--by peppering its trade with authentic data--by bombarding the die-hards who fight progress in industry, it battles in the very vortex of the war against reds.

And for this help business rewards its press with paid, audited circulation of known quantity and kind, thus making the trade publication a logical market place wherein advertisers may effectively and resultfully display their wares.



THIS SYMBOL identifies an ABP paper . . . It stands for honest, known, paid circulation; straightforward business methods and editorial standards that insure reader interest . . . These are the factors that make a valuable advertising medium.

## THE ASSOCIATED BUSINESS PAPERS, INC.

FIFTY-TWO VANDERBILT AVENUE · NEW YORK CITY

+ + + + +

THE NATIONAL PROVISIONER is a member of the Associated Business Papers, Inc...a cooperative, non-profit organization of leading publications in the industrial, professional and merchandising fields, mutually pledged to uphold the highest editorial, journalistic and advertising standards.

## WM. M. WARE & CO.

TALLOW  
GREASE  
TANKAGE  
CRACKLINGS  
ETC.

ESTABLISHED  
1888

MEMBERS  
NEW YORK  
PRODUCE EXCHANGE

### BROKERS

#### NEW YORK

316 Produce Exchange Bldg.  
Phone Bowling Green 4896

#### BOSTON

88 Broad Street  
Phone Hancock 0293

#### CHICAGO

327 S. LaSalle St.  
Phone Harrison 5614

## F. C. ROGERS PROVISION BROKER

PHILADELPHIA OFFICE  
NINTH AND NOBLE STREETS

NEW YORK OFFICE  
NEW YORK PRODUCE EXCHANGE

Member of New York Produce Exchange  
and Philadelphia Commercial Exchange

## JOHN H. BURNS CO., Broker

Export Packing House Products Domestic

407 Produce Exchange, New York City

Member New York Produce Exchange

Cable Address: "Jonburns"

Codes: Cross, Kelly, Utility (Livestock Ed.) Lieber's (5th Ed.)  
Rep., Wynantskill Mfg. Co., Stockinettes, Troy, N. Y.

## Consolidated Rendering Co.

Manufacturers of Tallow, Grease, Oleo Oil  
Stearine, Beef Cracklings, Ground Scrap, Fertilizers  
Dealers in Hides, Skins, Pelts, Wool and Furs

40 North Market St. Boston, Mass.

Main Office  
140 W. Van Buren St.  
CHICAGO, ILL.

All Codes

On request, our complete provision, fresh meat, packing-house products, tallow and grease daily market quotation sheets will be mailed to any member of the trade free of charge; also our periodical market reports.

## E.G. JAMES COMPANY

### PROVISION BROKERS

Beef, Provisions, Packing House Products,  
Tallow, Greases, Fertilizer Materials, Bone  
Materials, Animal Feeds, Whale Guano  
Bird Guano



We trade in Domestic, Canadian, European,  
Australian, New Zealand and South  
American products on  
Brokerage basis

Branch Office  
148 State St.,  
BOSTON, MASS.

We specialize in taking care of the requirements of buyers located all over the United States and Canada. Offerings telegraphed promptly on receipt of inquiries.



J.C. Wood - Robt. Burrows  
Give Each Order Their  
Personal Attention

30  
YEARS  
Serving  
Packer



Central  
6889

Cash Provisions - Beef - Etc  
Future Provisions - Grain and Cotton  
Members Chicago Board of Trade  
Daily Price List Sent on Request

## J. C. Wood & Co.

105 W. Adams Street BROKERS CHICAGO

H. C. GARDNER

F. A. LINDBERG

## GARDNER & LINDBERG ENGINEERS

Mechanical, Electrical, Architectural  
SPECIALTIES, Packing Plants, Cold Storage, Manufacturing  
Plants, Power Installations, Investigations  
1134 Marquette Bldg. CHICAGO

## H. PETER HENSCHIEN

Architect

1637 Prairie Ave., Chicago, Ill.

PACKING PLANTS AND COLD STORAGE CONSTRUCTION

## Cold Storage Installation

All Kinds of Refrigerator Construction

### JOHN R. LIVEZEY

Glenwood Avenue, West 22nd St., Philadelphia, Pa.  
526-530 St. Paul St., Baltimore, Md.  
902 Woodward Bldg., Washington, D. C.

## GEO. H. JACKLE

Broker

Tankage, Blood, Bones, Cracklings, Bonemeal,  
Hoof and Horn Meal

40 Rector St. New York City

February 22, 1930.

## THE NATIONAL PROVISIONER

55

## Chicago Section

E. D. Richard, manager, C. E. Richard & Sons, Muscatine, Ia., was in town this week.

W. F. Price, vice-president, Jacob Dold Packing Co., Buffalo, N. Y., was in town during the week.

Henry C. Kuhner, president Kuehner Packing Company, Muncie, Ind., was in Chicago during the week.

R. D. McKee, general manager, Home Packing & Ice Co., Terre Haute, Ind., was in Chicago during the week.

George L. Franklin, president Dunlevy-Franklin Co., Pittsburgh, Pa., was among Chicago visitors this week.

Charles S. Hughes, president Hughes-Curry Packing Co., Anderson, Ind., was in Chicago this week for a few days.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 19,241 cattle, 7,055 ca'ves, 52,066 hogs and 48,148 sheep.

Edward C. Keefe, son of R. T. Keefe, president of the Keefe-Le Stourgeon Co., Arkansas City, Kas., was in Chicago this week with C. W. Brooks, plant superintendent.

Walter Frank, head of the Walter Frank & Co., famous sausage manufacturers, and president of the Sausage Manufacturers' Supply Co., Milwaukee, Wis., was in Chicago this week.

D. W. Frick, assistant general manager of the Cold Storage Refrigeration Co., Eau Claire, Wis., manufacturers of refrigerated showcases, was in Chicago during the week observing trends in meat distribution methods.

Provision shipments from Chicago for the week ended Feb. 15, 1930, with comparisons, were as follows:

	Cor. wk.	Last wk.	Prev. wk.	1929.
Cured meats, lbs.	18,467,000	18,746,000	18,334,000	
Fresh meats, lbs.	44,601,000	36,228,000	35,700,000	
Lard, lbs.	9,043,000	6,852,000	5,259,000	

Charles E. Herrick, vice president of the Brennan Packing Co., was in Washington this week as a member of President Hoover's committee which adjudicated the dispute between Southern and New York cottonseed oil trading interests. He went on to Philadelphia to attend the funeral of F. Cooper Rogers, a long-time friend and business associate.

James E. Hellar died at the age of 88 in New York City on February 14, and funeral services were held at the West End Funeral Church, West 91st., New York, on Sunday, February 16. Mr. Hellar was at one time president of Hellar Hirsh & Co. of New York, who were large importers and merchants in fertilizer materials. This business was discontinued in 1915. He was well known in the packinghouse industry.

## BROKERS LOSE A LEADER.

F. Cooper Rogers, head of the packinghouse brokerage firm of F. C. Rogers, Philadelphia and New York, passed away at his home in Philadelphia on Wednesday, February 20, at the age of 37 years. Death was due to toxic poisoning, which had affected his system for some time, as the result of an accident received while engaged in outdoor sports, of which he was very fond.

Though still a young man Mr. Rogers had for many years been a recognized leader in the packinghouse brokerage field. He achieved an early and lasting success, based on a business code which included honest and efficient service to his clients as a foremost consideration. His friends included the leaders in the industry and outside it. His talent for making friends and for leadership is shown in the splendid organization he built up, both at Philadelphia and New York. It was an organization which functioned without a break in spite of his absences due to illness, and it continues to function even after he has passed away.

He was born near Philadelphia on December 22, 1892, and graduated from the University of Pennsylvania, where he was a member of the track and football teams. He was fond of athletics and outdoor life, and always spent his vacations in the open spaces. He entered the provision field immediately upon leaving school, and at once began to build up the business which now stands as a monument to his name.

The large attendance at the funeral in Philadelphia on Friday, and the many messages received, indicated the respect and affection felt for him.

## PACKERS PRIZE IDEA CONTEST.

(Continued from page 32.)  
of machinery manufacturers in developing such new uses for their machinery.

7. No machinery or equipment now in common use in meat packing plants will be eligible for entry, except where there is a suggestion for definite improvement in a process or in the operating methods. The idea or invention must have been originated since October 1, 1929, or must be an improvement on methods in use at that time.

8. All entries must be made by the originator of the idea. This does not exclude entry of an improvement of an idea previously developed by someone else.

## Suggestions Carefully Considered.

9. The awards will be made by a competent committee, which will consider carefully every suggestion made, and will make the most thorough investigation possible of all improvements or inventions brought to its attention which it deems worthy. Awards will be made at the next Convention of the Institute. Members of the Committee on Awards and paid employees of the Institute shall not be eligible. This Committee shall decide all questions pertaining to the awards, and its decision shall be final.

10. This is the seventh of a series of annual awards for the advancement of the practical operations of the meat

packing industry, and is a part of the program of the Institute of American Meat Packers. Every entrant should understand that failure to receive an award last year has not disqualified him for entry this year. In fact, it is expected that many persons whose ideas were not developed far enough to receive an award last year may be able to improve their ideas for re-entry this year.

11. It should be fully understood that the Institute will not claim ownership of any idea by reason of its being entered for these awards. However, the Institute reserves the right to publish for the benefit of its members the ideas presented or abstracts thereof. These abstracts will be issued after the awards have been made and the certificates of merit issued.

## SWIFT BUYS CALIF. PLANT.

Purchase of the Associated Meat Co. of Los Angeles, Calif., by Swift & Company is announced. This purchase includes the plant on Vernon Avenue and 5½ acres of land. The property adjoins the land on which Swift & Company recently built a refinery.

The Associated Meat Co. was a co-operative organization, its owners being livestock producers whose plan was to market the major portion of their production through the plant. These producer owners included Fred H. Bixby, former president of the California Cattlemen's Association, A. L. Hobson, Russell Brothers, Tannehill Bros., Babitt Bros., Fontana Farms Co. and other large producers.

For the present the name will remain unchanged, it is stated. Ben W. Campion, for several years general manager of the Associated Meat Co., and a popular packinghouse executive, will remain in that capacity.

The retail markets operated by the Associated were not included in the transaction. They will be carried on under the name of Beverly Farms Market Co.

## INDEPENDENT CHANGES NAME.

The name of the Independent Casing and Supply Co., 1335 West 47th street, Chicago, Ill., one of the leading casing houses in the trade, has been changed to Independent Casing Company. This change was deemed advisable because the company has not handled supplies for some time, and confusion was sometimes caused in the minds of customers. The policies of the company will not be changed, and the officers remain the same. These are: Sigmund Strauss, president; Sidney Degginger, secretary and treasurer; Laurence W. Pfaelzer, vice president; Harry W. Strauss, assistant secretary and treasurer.

## BERG-MICHEL CO. MOVES.

Berg-Michel Machinery & Supply Co., formerly at 329 W. Illinois st., manufacturers of packers' and sausage manufacturers' machinery are now in their new quarters at 824 West Thirty-sixth st., Chicago, Ill.

February 22, 1930.

Feb.

## Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## CASH PRICES.

Based on actual carlot trading, Thursday,  
Feb. 20, 1930.

	Regular Hams.	S. P.	LARD—	Open.	High.	Low.	Close.
8-10	21 1/2	21 1/2	Mar. ... 11.02 1/2	11.05	11.02 1/2	11.02 1/2	ax
10-12	20 1/2	20 1/2	May ... 11.22 1/2	11.25	11.20	11.20-22 1/2	
12-14	20	19 1/2	July ... 11.45	11.47 1/2	11.42 1/2	11.42 1/2	ax
14-16	19	18 1/2	Sept. ... 11.62 1/2	11.65	11.62 1/2	11.65ax	
16-18	18	18 1/2					
18-20	18 1/2	18 1/2	CLEAR BELLIES—				
10-16	range	20	May ... 13.80	13.85	13.80	13.85	
16-22	range	18 1/2	July ...	....	....	14.15b	

## S. P. Boiling Hams.

	H. Run.	S. P.	LARD—	Open.	High.	Low.	Close.
16-18	18%	19	Mar. ... 11.00	11.05	11.00	11.00ax	
18-20	18%	19	May ... 11.15	11.25	11.15	11.15ax	
20-22	18%	19	July ... 11.37 1/2-35	11.45	11.35	11.37 1/2ax	
			Sept. ... 11.65	11.67 1/2	11.57 1/2	11.60ax	

## Skinned Hams.

	Green.	S. P.	CLEAR BELLIES—	Open.	High.	Low.	Close.
10-12	22	21 1/2	May ... 13.85	13.87 1/2	13.85	13.87 1/2	ax
12-14	21 1/2	21	July ...	....	....	14.15n	
14-16	21 1/2	20 1/2					
16-18	20 1/2	20 1/2					
18-20	20	19 1/2					
20-22	19	18 1/2					
22-24	18	17 1/2	Mar. ... 10.95	....	10.95ax		
24-26	17	16 1/2	May ... 11.15	11.15	11.05ax		
25-30	16	16	July ... 11.35	11.37 1/2	11.22 1/2	11.32 1/2ax	
30-35	15 1/2	15 1/2	Sept. ... 11.45	11.55	11.42 1/2	11.52 1/2ax	

## Picnics.

	Green.	S. P.	CLEAR BELLIES—	Open.	High.	Low.	Close.
4-6	14%	14%	May ... 13.75	13.75	13.65	13.70b	
6-8	14 1/2	13 1/2	July ... 13.95	14.00	13.95	14.00b	
8-10	13	13					
10-12	12%	13					
12-14	12%	13					

## Bellies.

	Green.	S. P.	CLEAR BELLIES—	Open.	High.	Low.	Close.
6-8	20 1/2	20 1/2	Mar. ... 10.70	10.80	10.70	10.70ax	
8-10	20 1/2	20 1/2	May ... 11.05-02 1/2	11.05	10.80	10.80b	
10-12	19 1/2	19 1/2	July ... 11.27 1/2	11.27 1/2	11.05	11.05	
12-14	17	17	Sept. ... 11.40	11.40	11.27 1/2	11.27 1/2ax	
14-16	16 1/2	16 1/2					
16-18	16	16					

Dry cure bellies 1c over S. P. bellies.

## D. S. Bellies.

	Clear.	Rib.	LARD—	Open.	High.	Low.	Close.
14-16	14 1/2	...	Mar. ... 10.67 1/2	10.67 1/2	10.65	10.65ax	
16-18	14 1/2	...	May ... 10.82 1/2-85	10.85	10.80	10.80	
18-20	13 1/2	...	July ... 11.05	11.05	11.00	11.02 1/2	ax
20-25	13 1/2	...					
25-30	13 1/2	...					
30-35	13	...					
35-40	12 1/2	...					
40-50	12 1/2	12%					

## D. S. Fat Backs.

	9	10	11	11	11	11	11
8-10	10.75	10.85	10.85	10.85	10.75ax		
10-12	10.85	10.95	10.85	10.85	10.97 1/2		
12-14	11	11	11	11	11.07 1/2	11.12 1/2	11.07 1/2
14-16	11	11	11	11	11.32 1/2	11.30	11.32 1/2ax
16-18	11	11	11	11			
18-20	11	11	11	11			
20-25	11	11	11	11			

## D. S. Rough Ribs.

	9 1/2 @ 9 1/2	10	10	10	10	10	10
45-50	....	....	....	....	....	....	....
55-60	....	....	....	....	....	....	....
65-70	....	....	....	....	....	....	....
75-80	....	....	....	....	....	....	....

## Other D. S. Meats.

	35-45	35-45	12 1/2
Extra short clears	....	....	....
Extra short ribs	35-45	35-45	12 1/2
Regular plates	6-8	6-8	10 1/2
Clear plates	4-6	4-6	9 1/2
Jowl butts	9 1/2 @ 9 1/2	....	....

## PURE VINEGARS

A. P. CALLAHAN & COMPANY  
2407 SOUTH LA SALLE STREET  
CHICAGO, ILL.

## THE NATIONAL PROVISIONER

## CHICAGO RETAIL MEATS

## Beef.

Feb. 19, 1930. Cor. wk. 1929.

No. 1. No. 2. No. 3. No. 1. No. 2. No. 3.

Rib roast, hvy. end... 35	30	16	35	30	16	35
Rib roast, lt. end... 35	33	20	45	35	20	45
Chuck roast ..... 32	27	21	30	27	21	30
Steaks, round ..... 50	40	25	45	40	25	45
Steaks, sirl. cut. 45	40	25	50	40	25	50
Steaks, porterhouse... 60	55	45	55	55	45	55
Steaks, flank ..... 28	23	18	28	23	18	28
Corned briskets, boneless ..... 32	28	18	28	24	18	28
Corned plates, bms. 25	23	18	25	22	18	25

## Lamb.

Good. Com. Good. Com.

Hindquarters ..... 32	25	35	34	34	25	34
Legs ..... 32	25	40	30	30	25	30
Stew ..... 15	15	22	15	15	15	22
Chops, shoulder ..... 25	20	25	20	20	25	20
Chops, rib and loin. 50	50	60	50	50	60	50

## Mutton.

Good. Com. Good. Com.

Loin, 86 1/2 av. .... 26	27	24	26	26	27	24
Loin, 106 1/2 av. .... 23	23	20	23	20	23	20
Loin, 12 1/2 av. .... 23	25	22	23	22	25	22
Loin, 14 and over. .... 20	21	18	21	18	21	18
Chops ..... 28	28	27	28	27	28	27
Shoulders ..... 18	20	18	18	18	20	18
Chops, rib and loin. 35	35	35	35	35	35	35

## Butchers' Offal.

Bulb. Sacks.

Nitrate of soda, l. c. 1. Chicago. .... 9%	9%	9%
Saltper, 25 bbl. lots, f.o.b. N. Y. .... 7 1/2	7 1/2	7 1/2
Dbl. rfd. granulated ..... 5%	5%	5%
Medium crystals ..... 7 1/2	7 1/2	7 1/2
Large crystals ..... 8 1/2	8 1/2	8 1/2
Dbl. rfd. gran. nitrate of soda. .... 3%	3%	3%
Less than 25 bbl. lots. 1/4c more. .... 3%	3%	3%
Boric acid, carloads, p.wd., bbls. .... 8%	8%	8%
Crystals to powdered, in bbls., in 5-ton lots. .... 8 1/2	8 1/2	8 1/2
In bbls., in less than 5-ton lots. .... 8 1/2	8 1/2	8 1/2
Borax, carloads, powdered, in bbls. .... 5	5	5
In ton lots, gran. or pow., bbls. .... 5	5	5

## Salt—

Granulated, carlots, per ton, f.o.b. Chicago. .... \$6.60

Medium, carlots, per ton, f.o.b. Chicago. .... 9.10

Rock, carlots, per ton, f.o.b. Chicago. .... 8.60

## Sugar—

Raw sugar, 96 basis, f.o.b. New Orleans. .... @ 3.64

Second sugar, 90 basis. .... None

Syrup testing 63 and 65 combined sucrose and invert, New York. .... @ .38

Standard gran. f.o.b. refiners (2%). .... @ 4.95

Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%. .... @ 4.45

Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%. .... @ 4.35

## SPICES.

(These prices are basis f.o.b. Chicago.)

Whole. Ground.

Allspice ..... 23	25
Cinnamon ..... 14	18
Cloves ..... 26	30
Coriander ..... 6	8
Garlic ..... 22	22
Mac. ..... 95	100
Naimeg ..... 30	30
Pepper, black ..... 33	37 1/2
Pepper, Cayenne ..... 30	30
Pepper, red ..... 20	20
Pepper, white ..... 42	47



# Retail Section

## Eastern and Western Beef Cutting Methods Compared

Methods of cutting beef carcasses in the retail shop vary considerably in various sections of the country.

In part this variation may be the result of customer demand. On the other hand, there is reason to believe that this customer demand, in many cases at least, has resulted from the cutting methods used in a particular section.

A housewife will ask for certain cuts because she has been made familiar with them. She does not ask for other cuts because she never has heard of them and knows nothing about them.

Comparative cutting tests are valuable only if the retailer studies them and adopts in his shops such facts learned as will enable him to serve his trade better, increase cutting yields, reduce waste and better his profits.

Housewives would buy new cuts, in many instances, if they were called to their attention.

In the following article, M. F. Weber of the M. F. Weber, Meat and Packing Co., Oakland, Calif., an expert on retail shop methods, compares the San Francisco method of cutting a fore quarter of beef with the method used in the East. The difference in yields and the prices obtained from the various cuts show considerable variation.

A study of these two cutting methods may reveal to many retailers how they can change their cutting methods to their advantage and to satisfy better their customer demand.

### Cutting the Forequarter

By M. F. Weber.

For many years the retail meat dealers of the Pacific Coast have followed a method of cutting up beef carcasses which varies somewhat from the so-called eastern style of cutting. In western cutting—especially around San Francisco Bay—it has been the practice to lift the cross rib, or shoulder clod, which seems to have proven very satisfactory from the customers' standpoint, as this cut provides boneless roasts.

In recent years quite a number of dealers are showing a trend toward cutting eastern style and the following tests were made to illustrate the difference in yield resulting from the variation in cutting. In the first test, which was cut western style, the cross rib was lifted which provides boneless roasts, and in the second test—eastern style—the same portion of the carcass

yields the round bone shoulder roast, or the so-called arm roast.

In the first test the selling price of the cross rib is determined and in the second test the selling price of the round bone shoulder roast is found in order to show the variation in the two methods.

#### TEST NO. 1—WESTERN STYLE CUTTING. CROSS RIB LIFTED.

1 triangle of beef, 135 lbs. @16c per lb.; \$21.60 wholesale cost.

To make 25 per cent of the selling price of a 16c per lb. wholesale cost, the average selling price of the whole triangle becomes .2133 lb. per lb.

1 triangle of beef, 137 1/2 lbs. @ .2133 per lb., \$20.33 sales value.

Cross rib (5 lbs.) 36 lbs. @27c lb. \$ 8.72

Short rib (from chuck) 5 1/4 lbs. @23c lb. 1.21

Plate boiling beef 17 1/2 lbs. @20c lb. 3.50

Boneless brisket 7 1/4 lbs. @28c lb. 2.17

Skirt steak 1 lb. @30c lb. .30

Hamburg or stew (lean trimmings and neck, boned) 21 lbs. @25c lb. 5.25

Knuckle bones 5 1/4 lbs. @ 5c lb. .27

Center cut shin bone 4 1/2 lbs. @15c lb. .67

Waste and trimmings 13 lbs. @00c lb. .00

Weight of above cuts 111 1/2 lbs. Value \$23.09

1 triangle of beef, 137 1/2 lbs. @.2133 lb.

Sales value, \$29.33.

Weight of the above cuts, 111 1/2 lbs.

Sales value, \$23.09.

Weight of round bone shoulder roast, 26 lbs.

Sales value, \$6.24.

Round bone shoulder roast, 26 lbs., \$6.24, or .2400 per lb. sales value.

Weight of cuts except round bone shoulder roast, 111 1/2 lbs.

Sales value, \$23.09.

Round bone shoulder roast, 26 lbs.

Sales value, \$6.24.

Weight of triangle, 137 1/2 lbs.

Sales value, \$29.33.

Wholesale cost, \$22.00.

Gross gain, \$7.33.

Sales value, \$29.32. Gross gain, \$7.32, or 25 per cent of the selling price.

These tests illustrate very clearly the difference in yield as well as the difference in price which may be charged for the corresponding cuts. The point for the retail meat dealer to consider is his customers' satisfaction—whether they would be better pleased with a cross rib roast which is boneless, which sells for 33 1/2 c lb., or a round bone shoulder roast with its necessary bone at 24c lb., and which will contain a portion of shin meat. The Western style of cutting also gives a considerably higher yield of boneless brisket.

As far as net profit to the dealer is concerned, the above tests would both give him the same return, namely, 25 per cent gross margin on his sales.

### Retail Cutting Tests

Do you make your own cutting tests, Mr. Retailer?

YOU ARE WORKING IN THE DARK IF YOU DO NOT!

The valuable series of articles on cutting tests for the retail meat dealer which ran in THE NATIONAL PROVISIONER has been reprinted into one pamphlet. It makes a handy reference guide to follow in making your cutting tests. Every retailer needs one.

They may be had by subscribers by sending in the attached coupon, together with 5 cents in stamps:

The National Provisioner,  
Old Colony Bldg., Chicago, Ill.

Please send me copy of reprint on  
"Cutting Tests for Retailers."

Name .....

Street .....

City .....

Enclosed find 5 cents in stamps.

Weight of cuts except cross rib, 121 1/4 lbs.

Sales value, \$24.21.

Weight of cross rib, 13 3/4 lbs.

Sales value, \$4.58.

Weight of triangle, 135 lbs.

Sales value of triangle, \$28.79.

Wholesale cost, \$21.60.

Gross gain, \$7.19.

Sales value, \$28.79. Gross gain, \$7.19, or 25 per cent of the selling price.

TEST NO. 2—EASTERN STYLE CUTTING.

1 triangle of beef, 137 1/2 lbs. @16c per lb., \$22.00 wholesale cost.

To make 25 per cent of the selling price of a 16c per lb. wholesale cost, the average selling price of the whole triangle becomes .2133 per lb.

1 triangle of beef, 137 1/2 lbs. @ .2133 per lb., \$20.33 sales value.

Cross rib (5 lbs.) 36 lbs. @27c lb. \$ 8.72

Short rib (from chuck) 5 1/4 lbs. @23c lb. 1.21

Plate boiling beef 17 1/2 lbs. @20c lb. 3.50

Boneless brisket 7 1/4 lbs. @28c lb. 2.17

Skirt steak 1 lb. @30c lb. .30

Hamburg or stew (lean trimmings and neck, boned) 21 lbs. @25c lb. 5.25

Knuckle bones 5 1/4 lbs. @ 5c lb. .27

Center cut shin bone 4 1/2 lbs. @15c lb. .67

Waste and trimmings 13 lbs. @00c lb. .00

Weight of above cuts 111 1/2 lbs. Value \$23.09

1 triangle of beef, 137 1/2 lbs. @.2133 lb.

Sales value, \$29.33.

Weight of the above cuts, 111 1/2 lbs.

Sales value, \$23.09.

Weight of round bone shoulder roast, 26 lbs.

Sales value, \$6.24.

Round bone shoulder roast, 26 lbs., \$6.24, or .2400 per lb. sales value.

Weight of cuts except round bone shoulder roast, 111 1/2 lbs.

Sales value, \$23.09.

Round bone shoulder roast, 26 lbs.

Sales value, \$6.24.

Weight of triangle, 137 1/2 lbs.

Sales value, \$29.33.

Wholesale cost, \$22.00.

Gross gain, \$7.33.

Sales value, \$29.32. Gross gain, \$7.32, or 25 per cent of the selling price.

These tests illustrate very clearly the difference in yield as well as the difference in price which may be charged for the corresponding cuts. The point for the retail meat dealer to consider is his customers' satisfaction—whether they would be better pleased with a cross rib roast which is boneless, which sells for 33 1/2 c lb., or a round bone shoulder roast with its necessary bone at 24c lb., and which will contain a portion of shin meat. The Western style of cutting also gives a considerably higher yield of boneless brisket.

As far as net profit to the dealer is concerned, the above tests would both give him the same return, namely, 25 per cent gross margin on his sales.

### WILMINGTON ASSN. FORMED.

A local association of retail meat dealers has been formed in Wilmington, Del., with the following officers: President, Stanley B. Hearn; vice president, C. W. Porter; secretary, Leslie F. Reed; treasurer, Bayard R. Thompson.

## Cooperative Advertising

### Will Solve Many Problems When It Is Properly Done

By Everett B. Wilson.

Department of Retail Merchandising, Institute of American Meat Packers.

"What the retail food business needs is a cooperative advertising campaign in every city and town in this country."

This statement was made recently by a widely-known advertising man who is thoroughly posted on food distribution. There are many other business leaders who agree. They have seen the splendid results of cooperative advertising in many other lines and by other groups of dealers.

Whether such a campaign is needed in every city and town can not easily be determined, but few question that advertising of this type would bring fine results in many localities.

There have been a number of cooperative campaigns in local newspapers by food dealers, but the number carried out is but a small percentage of the total number of campaigns which have failed for lack of support. In some cities, dealers have been so unresponsive to cooperative advertising proposals that newspapers have stopped suggesting them. The cost of enrolling dealers in some cases turned out to be higher than the cost of the advertising to the dealers.

#### Talk Does Not Solve Problems.

There can be only two fundamental reasons why dealers will not support local cooperative advertising: Either the dealers can not afford to advertise, or they do not believe the advertising will pay. However, in most of the proposed campaigns which have failed for lack of support, the cost per dealer has been so small that any dealer could afford to participate. It is doubtful if the cost is the real objection.

As to whether there is a need for cooperative advertising in the retail food business, it is interesting to consider the following case:

A group of food retailers at a convention during 1929, held a round table discussion of this question: "What are the reasons for the unsatisfactory conditions in our business?" A list of the reasons was written down on a blackboard. Unfortunately a copy is not available, but there was nothing very new in the reasons mentioned.

#### Efficient Merchandising Necessary.

The important fact was an observation made by the leader of the discussion. One of the dealers present had said: "It's all right to talk about what's the matter with our business, but the important thing is, what are we going to do about it?"

Nobody had any definite ideas, until the leader stated: "It looks to me as though practically every source of trouble listed here could be prevented or relieved by a good advertising campaign."

One reason why dealers are meeting with unsatisfactory results is that they are not as efficient as their competitors. Advertising can not be expected to make up for inefficient merchandising, but it can help in the case of many other troubles.

When the purpose of advertising is to help with problems which are common to all dealers or groups of dealers, it can be carried on most effectively and most economically on a cooperative basis. If it is considered desirable or necessary, the names of the dealers contributing usually can be shown in the advertisements. Or some identifying name or emblem or the name of a local association can replace the individual names. The latter methods usually are desirable when the number of contributors is large and space limited.

#### What Will Advertising Do?

It is likely that any group of retail food dealers in the same city or the same part of a city, who have similar problems and similar policies, can find plenty of need for an advertising campaign. But it is important that the campaign be well planned and well written.

A local association is the most logical sponsor for a campaign, and an association is in an excellent position to organize local dealers. In cities where there is no association, some progressive dealer can take the initiative and call together other dealers who should be interested. The newspaper in which the campaign will be printed, or the advertising agency by which the advertisements will be prepared, may be in position to help organize the group.

The value of advertising for cooperative purposes has been demonstrated so successfully that it will pay any group of retailers to study their problems and consider what advertising could do for them.

The subject of a possible advertising campaign would be a good topic for discussion at an early meeting of any association of meat dealers.

#### NEWS OF THE RETAILERS.

Hans S. Bierrum has purchased the meat business at 1922 65th ave., Oakland, Cal., from Mathias P. Jessen.

Guy Downward and Tom Davis have engaged in the meat and grocery business at Fifth and Main sts., Eureka, Kas.

The Model Grocery & Market has been opened at the Kelly Building on East Main st., Meeker, Okla.

Nat Roberts, Liberty, Neb., has purchased the meat market of Lytle & Matthews.

August Paul has purchased the Nygren Meat Market, Concord, Neb.

Ira L. Livingston, Atkinson, Neb., has

purchased the interest of his partner, R. E. Chase, in their meat market.

Clarence Smith has opened a meat market at Long Pine, Neb.

James Bracon, Battle Creek, Neb., has purchased the meat market of Frank Ruzik.

V. G. Kline has engaged in the meat business at Ewing, Neb.

The A. T. Beebe grocery and meat market, Owasso, Mich., has been damaged by fire.

George Hurlburt has engaged in the meat business at Pullman, Mich.

Cashion & Fisher, Baldwin, Mich., have been succeeded in the meat business by Fisher & Bradford.

Clarence Rhodes & Sons have purchased the meat and bakery business of F. H. Mark at Portland, Mich.

R. T. Runyan, 115 W. Main st., Centra, Wash., has suffered a fire loss.

Walter Arend, Alfred Douglas and Walter Sutherland have engaged in the meat business at Friday Harbor, Wash., as Island Meat Co.

W. H. Leak is reported to have purchased the meat market of Edgar W. Bigelow, 811 Metcalf ave., Sedro Woolley, Wash.

S. R. Alsop has purchased the meat department of the Grand Central Market, Bremerton, Wash.

J. L. Parkhill has sold his meat business at 1009 S. Mission st., Wenatchee, Wash., to K. O. Harwood.

Oliver Warner and Hanz Steizemuller have engaged in business at 149 Front st., Portland, Ore., as the Beaver Meat Co.

Clifford L. Reed, Winchester, Ida., has purchased the butcher shop equipment of Fred S. Brown.

Harold Dillon has purchased the Foster meat market at Bricelyn, Minn. Emil Meyers, Granite Falls, Minn., has sold his meat market to Weisbrod Brothers.

S. F. Neises, Wadena, Minn., has purchased the Hensler grocery and meat market.

Alex Palenhus purchased the Will Mat Meat Market at Lake Geneva, Wis.

#### Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

#### CREAMED HAM IN BREAD CASES.

Here is a different way to serve ham left-overs. Some of your customers will appreciate the recipe if it is called to their attention.

Diced cold, cooked ham, 1 1/2 cups; minced pimento, 1 tablespoon; stale bread, 1 loaf; thin white sauce, 1 1/2 cups; chopped olives, 1 tablespoon; salt and pepper.

Cut the loaf of bread in six pieces, trim off crust, cut in squares and hollow out centers. Toast the bread cases or brown in deep fat. Add ham and seasonings to cream sauce and heat. Fill the bread cases with the ham mixture, garnish with parsley and serve at once.

# New York Section

## GOBEL EMPLOYEES DANCE.

The first joint dance and entertainment of the metropolitan divisions of Adolf Gobel, Inc. Employees' Welfare Association and nearly 7,500 employees from the Manhattan, Bronx and Brooklyn branches was held on Saturday evening, Feb. 15.

Friends of the employees, representatives of the packers, supply men and others in the trade attended the festivities, which were held at Madison Square Garden. Arrangements were in charge of Norman C. Plaatje, Wilford C. Haller, Milton S. Mandle, John Schaeffer and Henry Hansen from the Manhattan division; Henry J. Toedt, John Kastner, Andrew Bruggner, Peter Schaeffer and Todd Sloane from the Brooklyn division.

It was the opinion of everyone that with the exception of the balls given by the police and fire departments, the

Gobel Welfare Association dance excelled all previously held at the Garden. A large measure of the success of the evening was due to the untiring efforts of president Frank M. Firor.

Edwin F. Meier, of the general sales and advertising departments, devoted his efforts to seeing that everyone enjoyed the evening. It was not a night for speeches, but he briefly introduced Mr. Firor, who gave a short talk. Mr. Firor expressed his appreciation for the loyalty and hearty cooperation he had received from all of the employees and said that these had contributed much to the success of Adolf Gobel, Inc. He also expressed the belief that were the founder of the business—Adolf Gobel—present, he, too, would have felt proud of the achievement.

A huge balloon inflated with helium gas, in the form of a man to whose

hand was tied a very long string of inflated franks, floated over the heads of the dancers and created much interest. The balloon was designed by Tony Sarg and about midnight it descended and rapidly its appendages disappeared into the hands of souvenir hunters. There were two door prizes, a small town car won by Joseph Gilgin of the Brooklyn division; and a fine radio, for which president Firor held the lucky number. Mr. Firor later donated the radio to the association for such disposition as they cared to make of it.

## AMONG RETAIL MEAT DEALERS.

On last Thursday evening a mass meeting was held by the Brooklyn Branch to interest members and non-members in the new competition, and to secure universal cooperation. There were large delegations from South Brooklyn and Jamaica Branches. Addresses were made by state president David Van Gelder, state vice president W. H. Wild, Frank P. Burck and Al Rosen of Brooklyn Branch, J. Rossman of South Brooklyn Branch, Chris Roesel, president, and Jess Kaufmann, vice president, Jamaica Branch. A number of new members were enrolled. The next will be a business meeting to be held February 27.

At the meeting of the South Brooklyn Branch on Tuesday of this week plans were made for a large open meeting on March 4. This will take the form of an educational meeting. There will be one or two prominent speakers and special entertainment. Refreshments also will be served. The ice contract for the coming season secured by business manager John Harrison was approved. A supply of paper and bags was ordered from the Food Distributors, Inc. Suggestions as to radio and other forms of advertising were received.

Despite the inclement weather of last Thursday, the meeting of the Ladies' Auxiliary was well attended. Members were present from Mount Vernon; New Rochelle; Manhattan; lower Brooklyn; Jamaica; and Bellaire, L. I. President Mrs. Chas. Hembdt presided. The report of the committee for the recent luncheon and buncy party proved most gratifying to the members. The matter of disposing of the silver presented by C. L. Haussermann of the Van Iderstine Company was arranged, so the funds would be enlarged. Suggestions to celebrate the Auxiliary's birthday in Jamaica in March were discussed. The next meeting, on February 27 will be a social at the McAlpine Hotel.

Arthur R. Burck, a member of the Brooklyn Branch, whose market is located in the Prospect Park west section of Brooklyn, celebrated a February 17 birthday quietly at home, owing to the illness of his mother.

Mrs. A. Werner, jr., first vice president of the Ladies' Auxiliary, and Mr. Werner, member of the South Brooklyn Branch, celebrated the fourteenth anniversary of their wedding on St. Valentine's Day.

Mrs. George Anselm, an active member of the Ladies' Auxiliary, celebrated a birthday on February 15.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Feb. 20, 1930:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>FRESH BEEF:</b>				
STEERS (700 lbs. up):				
Choice	\$21.50@23.00	\$20.00@21.50	\$21.00@23.00	\$20.00@21.50
Good	18.00@21.50	18.50@20.00	18.50@21.50	20.00@21.50
STEERS (550-700 lbs.):				
Choice	21.50@24.00	—	21.00@23.50	22.00@24.00
Good	19.00@21.50	—	18.50@22.00	20.00@21.50
STEERS (500 lbs. up):				
Medium	18.00@19.00	17.50@18.50	18.00@20.00	17.50@19.00
Common	17.00@18.00	17.00@17.50	17.00@18.50	—
STEERS (1):				
Yearling (300-550 lbs.):				
Choice	22.00@24.50	—	21.50@24.50	—
Good	18.50@22.00	—	18.50@22.00	—
Medium	18.50@19.50	—	—	—
COWS:				
Good	15.00@16.50	14.00@15.00	16.00@17.50	15.00@16.00
Medium	14.00@15.00	13.00@14.00	15.00@16.50	14.00@15.00
Common	13.00@14.00	12.50@13.00	14.00@15.00	13.00@14.00
FRESH VEAL and CALF CARCASSES:				
VEAL (2):				
Choice	21.00@23.00	23.00@25.00	24.00@26.00	22.00@23.00
Good	20.00@21.00	20.00@23.00	22.00@24.00	19.00@22.00
Medium	17.00@20.00	17.00@20.00	18.00@22.00	16.00@19.00
Common	15.00@17.00	15.00@17.00	15.00@18.00	14.00@16.00
CALF (2) (3):				
Good	16.00@17.00	17.00@18.00	17.00@19.00	—
Medium	15.00@16.00	15.00@17.00	16.00@17.00	—
Common	14.00@15.00	15.00@15.00	14.00@16.00	—
FRESH LAMB and MUTTON:				
LAMB (38 lbs. down):				
Choice	22.00@25.00	21.50@23.00	21.00@23.00	22.00@23.00
Good	20.00@22.00	21.00@22.00	20.00@22.00	20.00@22.00
Medium	19.00@21.00	19.50@21.00	19.00@21.00	19.00@20.00
Common	17.00@19.00	18.00@19.50	18.00@19.00	—
LAMB (39-45 lbs.):				
Choice	20.00@22.00	20.50@22.00	21.00@23.00	22.00@23.00
Good	19.00@21.00	19.00@20.50	20.00@22.00	20.00@22.00
Medium	18.00@20.00	18.00@19.00	19.00@21.00	19.00@20.00
Common	16.00@18.00	17.00@18.00	18.00@20.00	—
LAMB (46-55 lbs.):				
Choice	17.00@19.00	17.00@19.00	17.00@20.00	19.00@21.00
Good	16.00@18.00	16.00@18.00	16.00@19.00	17.00@19.00
MUTTON (Ewe), 70 lbs. down:				
Good	11.00@13.00	12.00@13.00	10.50@12.00	12.50@13.00
Medium	10.00@11.00	10.00@12.00	9.50@11.50	11.00@12.00
Common	8.00@10.00	9.00@10.00	8.00@10.00	10.00@11.00
FRESH PORK CUTS:				
LOINS:				
8-10 lb. av.	21.00@23.50	22.00@23.00	22.00@23.00	22.00@24.00
10-12 lb. av.	21.00@22.50	21.00@22.00	21.00@22.00	21.50@23.00
12-15 lb. av.	18.00@21.50	18.50@18.50	18.50@20.00	18.50@21.00
16-22 lb. av.	16.50@18.00	17.50@18.50	17.50@19.00	18.00@20.00
SHOULDERS, N. Y. style, skinned:				
8-12 lb. av.	16.00@17.50	—	17.00@18.00	17.00@18.00
PICNICS:				
6-8 lb. av.	—	15.00@16.00	—	—
BUTTS, Boston Style:				
4-8 lb. av.	19.00@21.00	—	19.00@21.00	19.50@21.00
SPARE RIBS:				
Half Sheets	13.00@15.00	—	—	—
TRIMMINGS:				
Regular	11.00@11.50	—	—	—
Lean	17.00@20.00	—	—	—

(1) Includes heifer yearlings 450 lbs. down at Chicago and New York. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

**G. H. Hammond Company**  
Chicago, Illinois

#### NEW YORK NEWS NOTES.

G. E. Myers, small stock department, Wilson & Co., Chicago, visited New York and Pittsburgh last week.

L. B. Dodd, beef department, Armour and Company, Chicago, spent several days in New York during the past week.

President Jay Hormel of Geo. A. Hormel Co., Austin, Minn., spent several days in New York during the past week.

F. D. Green, assistant general superintendent, Armour and Company, Chicago, spent several days at the plant of the New York Butchers Dressed Meat Company during the past week.

R. C. Bonham, president and general manager of the Jersey City Stock Yards, sailed on the S.S. Ecuador of the Panama Mail Steamship Line on Saturday, February 15th, with his daughter Gertrude, for a trip to California, via the Canal route. They will stop at various points in South America, and will be away for about six weeks.

F. P. Gould, who since his transfer from Sioux City has been chief clerk at the plant of the New York Butchers Dressed Meat Company, has been promoted to assistant superintendent. He succeeds James Young, who recently took up his duties in the general superintendent's office of Armour and Company, Chicago.

Meat, fish, poultry and game seized and destroyed in the City of New York by the Health Department during the week ending February 15th, 1930, was as follows: Meat.—Brooklyn, 62 lbs.; Manhattan, 578 lbs.; Richmond, 4 lbs. Total, 644 lbs. Fish.—Manhattan, 400 lbs. Poultry and Game.—Brooklyn, 13 lbs.; Manhattan, 186 lbs. Total, 199 lbs.

Anthony Rabot, president of the Adolf Gobel Welfare Association and for many years an employee at the Brooklyn division of Adolf Gobel, Inc., is receiving the sympathy of his many friends and fellow-employees for the loss of his wife. She passed away suddenly on Saturday, February 15. All of the officers of the Welfare Association and many of the employees of Adolf Gobel, Inc., attended the funeral.

#### NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York, for week ended Feb. 15, 1930, with comparisons:

	Week ended Feb. 15.	Prev. week.	Cor. week.
West. drsd. meats:			
Steers, carcasses	5,810 1/2	7,787 1/2	6,136
Cows, carcasses	1,150	3,100	1,245
Bulls, carcasses	200	256	91
Veals, carcasses	12,122	12,566	10,033
Lambs, carcasses	31,791	29,151	21,013
Sheep, carcasses	3,783	4,603	3,636
Beef cuts, lbs.	344,406	464,715	325,344
Pork cuts, lbs.	2,618,076	2,700,178	1,708,662 1/2
Local slaughters:			
Cattle	8,785	9,219	7,921
Calves	11,309	13,587	11,813
Hogs	54,958	55,510	54,402
Sheep	60,032	61,639	46,555

#### NEW YORK LIVESTOCK.

Receipts of livestock at New York markets for week ended Feb. 15, 1930, are officially reported by the U. S. Bureau of Agricultural Economics as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,371	6,730	1,172	24,001
Central Union	2,611	1,110	688	19,954
New York	654	2,702	25,917	4,813
Total	7,636	10,542	27,777	48,768
Previous week	8,687	14,215	27,868	51,592
Two weeks ago	7,919	13,232	31,657	51,559

## J. S. Hoffman Company

Specialists in

Sausage—Corned Beef

Dried Beef—Cheese

322-330 W. Illinois St.  
CHICAGO

181-183 Franklin St.  
NEW YORK

#### NEW CURING VATS

Dozier Meat Crates  
Packing Box Shooks

**B. C. SHEAHAN CO.**  
166 W. Jackson Blvd. Chicago



**Standard 1500-lb.  
Ham Curing Casks**  
Manufactured by  
**Bott Bros. Mfg. Co.**  
Warsaw, Illinois  
Write for Prices and Delivery



**ZENOBIA—ALL GREEN—BLANCHED  
PISTACHIO NUTS**  
Ready for Use No more bother  
removing the skins  
Use "Zenobia" Blanched Pistachios in Making Meat  
Loaves, Mortadella, Mosaic, Sandwich Spread, Etc.  
Write for Formula, Sample and Price  
**ZENOBIA COMPANY, 165 Hudson St., New York**

February 22, 1930.

## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, good	\$12.75@13.10
Steers, medium	10.75@12.25
Calves, medium, good and choice	7.75@12.75
Bulls, cutter-medium	6.25@9.25

## LIVE CALVES.

Vealers, good to choice	\$15.00@17.00
Vealers, medium	10.75@15.00

## LIVE SHEEP AND LAMBS.

Lambs, good to choice	\$11.00@12.50
Lambs, medium	10.25@11.25
Lambs, common	9.00@10.25
Ewes, medium to choice	4.50@6.50

## LIVE HOGS.

Hogs, 160-210 lbs.	8 @11.00
Hogs, medium	6 @11.00
Hogs, 120 lbs.	10 @10.50
Roughs	9 @9.75
Geod Roughs	10 @10.00

## DRESSED HOGS.

Hogs, heavy	\$ @18.25
Hogs, 180 lbs.	18 @18.25
Pigs, 80 lbs.	18 @18.00
Pigs, 80-140 lbs.	18 @18.00

## DRESSED BEEF.

## CITY DRESSED.

Choice, native heavy	24 @26
Choice, native light	25 @26
Native, common to fair	23 @24

## WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	22 @23
Native choice yearlings, 400@600 lbs.	23 @24
Good to choice heifers	20 @22
Good to choice cows	16 @17
Common to fair cows	14 @15
Fresh bologna bulls	16 @17

## BEEF CUTS.

Western.	City.
No. 1 ribs	30 @32
No. 2 ribs	26 @28
No. 3 ribs	23 @25
No. 1 loins	37 @40
No. 2 loins	33 @36
No. 3 loins	28 @32
No. 1 hinds and ribs	27 @30
No. 2 hinds and ribs	24 @26
No. 3 hinds and ribs	20 @23
No. 1 rounds	20 @21
No. 2 rounds	18 @19
No. 3 rounds	15 @17
No. 1 chuck	19 @21
No. 2 chuck	18 @19
No. 3 chuck	16 @17
Bolognas	16 @17
Rolls, reg. 6@8 lbs. avg.	22 @23
Rolls, reg. 4@6 lbs. avg.	17 @18
Tenderloins, 4@6 lbs. avg.	60 @70
Tenderloins, 5@6 lbs. avg.	80 @90
Shoulder clods	10 @11

## DRESSED VEAL AND CALVES.

Prime veal	28 @30
Good to choice veal	23 @26
Med. to common veal	15 @21
Good to choice calves	18 @22
Med. to common calves	14 @18

## DRESSED SHEEP AND LAMBS.

Lambs, prime	28 @27
Lambs, good	23 @25
Sheep, good	13 @14
Sheep, medium	7 @10

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	22 @23
Pork tenderloins, fresh	50 @55
Pork tenderloins, frozen	45 @50
Shoulders, city, 10@12 lbs. avg.	17 @18
Shoulders, Western, 10@12 lbs. avg.	17 @18
Butts, boneless, Western	22 @23
Butts, regular, Western	20 @21
Hams, Western, fresh, 10@12 lbs. avg.	23 @24
Hams, city, fresh, 6@10 lbs. avg.	25 @26
Picnic hams, Western, fresh, 6@8 lbs. avg.	16 @17
Pork trimmings, extra lean	20 @21
Pork trimmings, regular, 50% lean	12 @13
Spareribs, fresh	16 @17

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	24 @25
Hams, 10@12 lbs. avg.	24 @24 1/2
Hams, 12@14 lbs. avg.	23 @23 1/2
Picnics, 4@6 lbs. avg.	18 @18 1/2
Picnics, 6@8 lbs. avg.	17 @17 1/2
Rollerettes, 6@8 lbs. avg.	18 @18 1/2
Beef tongue, light	30 @32
Beef tongue, heavy	32 @34
Bacon, boneless, Western	24 @25
Bacon, boneless, city	21 @22
Pickled bellies, 8@10 lbs. avg.	18 @19

## THE NATIONAL PROVISIONER

## FANCY MEATS.

Fresh steer tongues, untrimmed	26c a pound
Fresh steer tongues, 1. c. trim'd	40c a pound
Sweetbreads, beef	70c a pound
Sweetbreads, veal	\$1.00 a pair
Beef kidneys	20c a pound
Mutton kidneys	11c each
Livers, beef	40c a pound
Oxtails	22c a pound
Beef hanging tenders	32c a pound
Lamb fries	10c a pair

## BUTCHERS' FAT.

Shop fat	2 @ 2
Breast fat	4 @ 4
Edible suet	5 1/2 @ 5 1/2
Cond. suet	4 1/2 @ 4 1/2

## GREEN CALFSKINS.

Prime No. 1 veals	18 5 1/2 @ 12 1/2
Prime No. 2 veals	16 1/2 @ 10 1/2
Buttermilk No. 1	15 1/2 @ 8 1/2
Buttermilk No. 2	13 1/2 @ 7 1/2
Branded Grub	7 .85 .90 1.10 1.60

## BUTTER.

Creamery, extra (92 score)	637
Creamery, firsts (88 to 89 score)	33 1/2 @ 35 1/2
Creamery, seconds (84 to 87 score)	32 @ 33
Creamery, lower grades	30 @ 31 1/2

## EGGS.

(Mixed colors.)

Extra, dozen	47 @ 47 1/2
Extra, firsts, doz.	46 @ 46 1/2
Firsts	45 @ 45 1/2
Checks	33 1/2 @ 35 1/2

## LIVE POULTRY.

Fowls, colored, fancy, via express	27
Fowls, colored, fancy, via express	23 @ 25

## DRESSED POULTRY.

## FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Fowls, colored, fancy, via express	28
Western, 60 to 65 lbs. to dozen, lb.	28 @ 30
Western, 48 to 54 lbs. to dozen, lb.	28 @ 30
Western, 43 to 47 lbs. to dozen, lb.	27 @ 29
Western, 36 to 42 lbs. to dozen, lb.	26 @ 28
Western, 30 to 35 lbs. to dozen, lb.	24 @ 26
Fowls—fresh—dry pkd.—12 to box—prime to fcy.:	
Western, 60 to 65 lbs. per lb.	31
Western, 48 to 54 lbs. to dozen, lb.	31
Western, 43 to 47 lbs. to dozen, lb.	30 @ 31
Western, 36 to 42 lbs. to dozen, lb.	29 @ 30
Western, 30 to 35 lbs. to dozen, lb.	27 @ 28
Fowls—ungraded, per lb.	40 @ 50

Chickens, Hothouse broilers, barrels:	
Prime, under 2 lbs.	35 @ 40

Fowls, frozen—dry pkd.—12 to box—prime to fcy.:	
Western, 60 to 65 lbs. per lb.	31
Western, 48 to 54 lbs. per lb.	30 @ 31
Western, 43 to 47 lbs. per lb.	29 @ 30

Ducks—	
Long Island	23 @ 25

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia. week ended Feb. 13, 1930:

Feb. 7	8	10	11	12	13
Chicago .36	36 1/2	36 1/2	36 1/2	36 1/2	36 1/2
N. Y. .38	38 1/2	38 1/2	38 1/2	38 1/2	38 1/2
Boston .37	37	37	37 1/2	37 1/2	37 1/2
Phila. .37	37 1/2	38	38	38	38

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago:

38	36 1/2	36 1/2	36 1/2	36 1/2	36 1/2
Receipts of butter by cities (lbs.):					

Wk. to	Prev.	Last	Since Jan. 1—	
Feb. 13	year.	1930.	1929.	
Chicago .37	36.903	30.064	322,524	347,332
N. Y. .55,054	56,903	50,371	415,079	400,531
Boston .10,467	11,610	15,022	91,901	128,171
Phila. .18,114	17,337	15,162	133,588	131,528

Total 122,006 122,753 110,619 963,092 1,007,582

Cold storage movement (lbs.):

In	Out	On hand	week-day
Feb. 13.	Feb. 13.	Feb. 14.	last year.
Chicago .7,505	158,737	7,603,899	1,272,296
New York .48,232	99,774	6,687,104	2,615,917
Boston .820	81,892	3,326,336	2,054,035
Phila. .7,185	28,966	7,211,156	740,260

Total . . . . . 63,742 369,369 20,399,485 6,682,508

## FERTILIZER MATERIALS.

## BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs..... 2.05 @ 2.10

Ammonium sulphate, double bags, per 100 lb. f.a.s. New York..... @ 1.90

Blood, dried, 15-16% per unit..... @ 3.80

Fish scrap, dried, 11% ammonium 10% B. P. L. .... Nominal

Fish guano, foreign, 13@14% ammonia 10% B. P. L. .... 4.30 &amp; 10c

Fish guano, acidulated, 8% ammonia, 12% B. P. L. .... 4.30 &amp; 10c

Soda Nitrate, in bags, 100 lbs. spot..... @ 2.16

Tankage, ground, 10% ammonia, 12% B. P. L. .... 4.00 &amp; 10c

2.10

1.90

3.80

nal

10c

50c

2.16

10c

10c

26.00

36.00

9.00

12.65

9.20

37.15

48.25

.95

.97 1/2

58.00

62.00..

S.

125.00

85.00

50.00

60.00

110.00

200.00

cts

:

ns

ds

4

N. J.

C.

S

on

infor-

T

Y.